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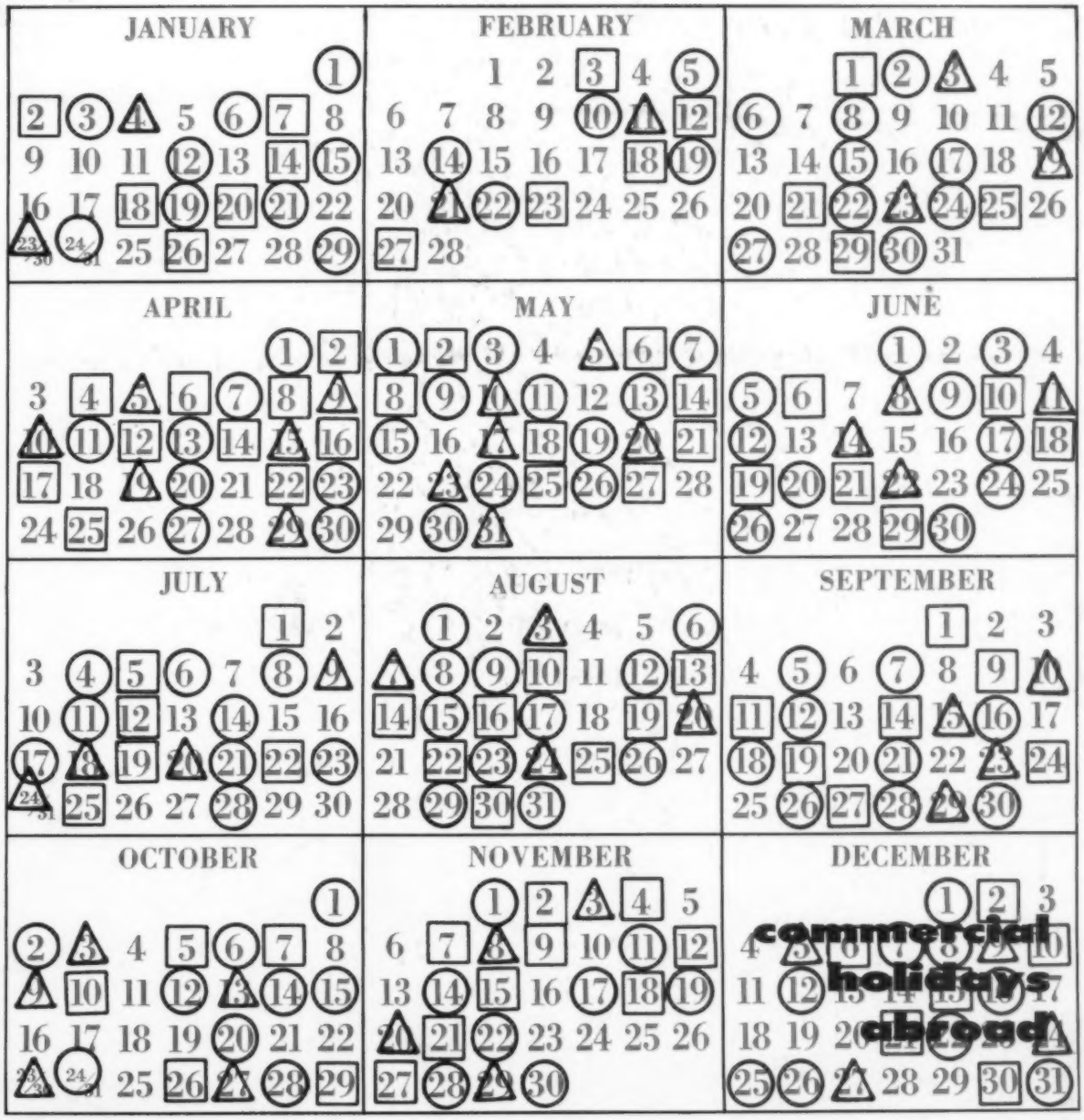

NAVAIDS—ITT'S Standard Telephones and Cables Ltd. announces a $280,000 contract with the Civil Aviation Department of the Egyptian Ministry of War for the installation of a dual Instrument Landing System and a non-Directional Beacon at the Cairo Airport.

CADMIUM BATTERIES—Aviation Sales Corp., Kew Gardens, N.Y., has received recent orders totaling more than $100,000 for nickel-cadmium, sinteredplate aircraft batteries from aircraft manufacturers and foreign Air Forces in Europe. The batteries recharge in minutes, provide subzero starting and require little maintenance.

AIR CLEANER REPLACEMENT—Donaldson Co., Inc. international operations department, Bloomington, Minn., announces formation of Australasian Donaldson Pty Ltd. in Sydney, Australia for the production of air cleaner replacement elements. The engine air cleaner and muffler manufacturer has plants in five overseas countries.

COSMETICS—McKesson & Robbins, Inc., and Hazel Bishop, Inc., jointly announced the signing of an agreement to manufacture and distribute Hazel Bishop products in Latin America. Countries involved in the agreement are Mexico, Venezuela, Colombia, Ecuador, Nicaragua, Honduras, El Salvador, Guatemala, Panama and the Canal Zone.

DIVERSIFIED INDUSTRY—Chromalloy America Corp., announces formation of the International Group, a unit designed to coordinate the export and import activities and further licensing agreements for the company's 14 divisions and subsidiaries.

NUMERICAL CONTROLS SYSTEMS—The Bendix Corporation's Industrial Controls Division has signed a licensing agreement with the OKI Electric Company Ltd., of Japan to build and sell Bendix DynaPath and DynaPoint numerical control systems in Japan.

Business Bulletins

from around the world

FRANCE—Total imports from outside the franc zone in February amounted to $818.3 million, up 24.5% from January figure, and 12% above February 1965 level.

GERMANY—Singer Co. acquires controlling interest in Friedrich Schwab K.G.a.A., country's third-largest mail order house. Merger will give Singer expanded distribution system here and open new marketing possibilities for Schwab in Europe. Under agreement, Schwab will be reorganized as corporation (A.G.).

ICELAND—1965 imports from U.S. increased by 13%, reaching level of $17.7 million. Total imports increased by 4.5% during this period. U.S. now supplies 12.9% of country's imports. Per capita value of imports from U.S. was $93 in 1965.

NETHERLANDS—Imports from U.S. reached $765 million in 1965, down 1% from 1964. U.S. market share was 10.3%, compared with 11% in 1964.

PORTUGAL—Terramonte lead and zinc mines in Northern Portugal recently reopened. The M.I.T.E.L. Company, concession holder, was bought by group of Canadian, Belgian, U.S. investors. It is hoped that production from mines will make country self-sufficient in commodities.

Nearly 34,000 outomobiles were sold in Portugal in 1965, representing 70% increase over 1964 sales. German, English, Italian makes were top sellers.

SWITZERLAND—Rent controls dropped in Canton of Geneva. Controls now exist only in Lausanne and its five suburbs.

Federal budget provision of $34.8 million for program to encourage construction of low-cost housing expected to be financed, at least in part, by Federal bond issue in summer of 1966.

THAILAND—Discovery of tin deposit with estimated value of at least $150 million announced by Thailand Smelting and Refining Co., Ltd., (THAISARCO). Deposit, located off west coast of southern peninsular, discovered as result of survey in which Union Carbide Co., partner in THAISARCO, participated.

TURKEY—Celik Montaj Ticaret ve Sanayi A.S., private Turkish company, announces plans to build brewery in Istanbul. Brewery, capitalized at approximately $1.1 million, is expected to be in production in 1968 with annual capacity of 100,000 hectoliters (2.6 million gallons) of beer and 2,000 tons of malt.

Budget for Fiscal Year 1966, which began March 1, approved by Grand National Assembly. Budget calls for expenditures of $1.9 billion, small increase over last year. With expected revenues slightly less than expenditures, budget deficit of $7.8 million expected.

UNITED KINGDOM—Official statistics published by Board of Trade show that imports of grey and finished cotton textiles during January totaled 72.1 million square yards, highest level in 18 months. Statistics also indicate that exports of cotton textiles during January reached all time low, 13.5 million square yards.

Exports of valves, tubes, semiconductor devices totaled approximately $37.3 million in 1965, record level. This was increase of 17% over previous year.

VENEZUELA—Country expected to be on 60 cycle-110 volt electric current by 1969. At present, Caracas and section of Valencia are still on 50 cycle current. Conversion to be undertaken by Guayana Corp. and Caracas Power Co. will cost estimated $130 to $135 million.

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the cover

If you've traveled overseas very much you know how frustrating it can be to arrive in a foreign country in the middle of a holiday period. Numerous American businessmen have done this and have unexpected free time on their hands while the men they want to do business with are celebrating New Year's, day of the patron saint, independence day, or any one of countless other occasions. To help U.S. business travelers better plan their overseas trips, INTERNATIONAL COMMERCE has gathered a list of the major holidays in more than 100 countries. See pages 2-6.

International Commerce

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But is it a business day?

Current world-wide holiday calendar is aid to appointment scheduling

An American businessman on a recent trip to Morocco was surprised and disappointed when he learned that he had arrived in the midst of a national holiday and all banks were closed, cancelling his business plans for the day.

The businessman phoned the American Consul General in Casablanca, James F. Green, and complained that had he only known of the country's holiday schedule, he certainly would have made different arrangements.

The incident was only one in a series. Green had heard before from disappointed American business travellers who were unable to make appointments due to the fact that their arrival, or short stay coincided with a local holiday.

The following calendar was prepared in answer to Green's request and as an aid to travelers everywhere. Sources for the information are several international calendars, and bank data. The calendar is intended as a working guide, and corroboration for final planning is suggested. Moveable holidays are indicated by an asterisk (*).

Consul General Green adds another note that applies everywhere overseas: though the U.S. national holidays do not affect foreign business activity, they should be remembered when making appointments with U.S. Commercial Officers at the various embassies and consulates.

EUROPE

AUSTRIA—Jan. 1 (New Year's Day), *April 11 (Easter Monday), May 1 (Labor Day), *May 19 (Ascension Day), *May 30 (Whit Monday), *June 9 (Corpus Christi), Aug. 15 (Assumption), Nov. 1 (All Saints Day), Dec. 8 (Immaculate Conception, Dec. 25, 26 (Christmas.)

BELGIUM—Jan. 1 (New Year's Day), *April 11 (Easter Monday), May 1 (Labor Day), *May 30 (Whit Monday), July 21 (Independence Day), Aug. 15 (Assumption), Nov. 1 (All Saints Day), Nov. 11 (National Holiday), Dec. 25 (Christmas).

BULGARIA—Jan. 1 (New Year's Day), May 1, 2 (Labor Days), May 24 (Education Day), Sept. 9, 10, (National Days), Nov. 7 (October Revolution).

CZECHOSLOVAKIA—Jan. 1 (New Year's Day), *April 11 (Easter Monday), May 1 Labor Day), May 9 (Liberation Day), Oct. 28 (Nationalization Day), Dec. 25, 26 (Christmas).

DENMARK—Jan. 1 (New Year's Day), *April 7 (Maundy Thursday), *April 8 (Good Friday), *April 11 (Easter Monday), May 6 (Store Bededag), *May 19 (Ascension Day), *May 30 (Whit Monday), June 5 (Constitution Day), Dec. 25, 26 (Christmas).

FINLAND—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), *April 8 (Good Friday), *April 11 (Easter Monday), May 1 (Labor Day), *May 19 (Ascension Day), *May 30 (Whit Monday), *June 24 (Midsummer Day), Nov. 1 (All Saints Day), Dec. 6 (Independence Day), Dec. 25, 26 (Christmas).

FRANCE—Jan. 1 (New Year's Day), *April 11 (Easter Monday), May 1 (Labor Day), *May 19 (Ascension Day), *May 30 (Whit Monday), July 14 (Fall of Bastille), Aug. 15 (Assumption), Nov. 1 (All Saints Day), Nov. 11 (Armistice Day), Dec. 25 (Christmas).

GERMANY—Jan. 1 (New Year's Day, *April 11 (Easter Monday), *May 30 (Whit Monday), June 17 (East Berlin Rising), Nov. 2 (Day of Atonement), Dec. 25, 26 (Christmas).

GREAT BRITAIN—Jan. 1 (only in Scotland), *April 8 (Good Friday), *April 11 (Easter Monday), *May 30 (Whit Monday), *Aug. 29 (August Bank Holiday), Dec. 25 (Christmas), Dec.. 26 (Boxing Day).

N. IRELAND—March 17 (St. Patrick's Day), *April 8 (Good Friday), *April 11 (Easter Monday), *May 30 (Whit Monday), July 12 (Battle of the Boyne), Aug. 29; Dec. 25, 26 (Christmas).

GREECE—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), Feb. 21 (Carnival Monday), March 25 (National Day), *April 11 (Easter Monday), *Pentecost May 21 (SS Constantine, Helen), Aug. 15 (Assumption), Oct. 28, Dec. 25, 26 (Christmas).

HUNGARY—Jan. 1 (New Year's Day), *April 11 (Easter Monday), April 14 (Liberation Day), May 1 (May Day), Aug. 20 (Constitution Day), Nov. 7 (October Revolution), Dec. 25 (Christmas).

ICELAND—Jan. 1 (New Year's Day), *April 8 (Good Friday), *April 11 (Easter Monday), April 30 (First Day of Summer), May 1 (Labor Day), *May 30 (Whitsun), June 17 (National Day), Dec. 25, 26 (Christmas).

IRELAND—March 17 (St. Patrick's Day), *April 8 (Good Friday), *April 11 (Easter Monday), Aug. 29; Dec. 25, 26 (Christmas).

ITALY—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), March 19 (St. Joseph), *April 11 (Easter Monday), April 25 (Liberation Day), May 1 (Labor Day), *May 19 (Ascension Day), *June 9 (Corpus Christi), June 29 (St. Peter, St. Paul), Aug. 15 (Assumption), Nov. 1 (All Saints Day), Dec. 8 (Immaculate Conception), Dec. 25, 26 (Christmas).

LIECHTENSTEIN—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), March 19 (St. Joseph's Day), Aug. 15 (Assumption), Dec. 8 (Immaculate Conception), Dec. 25, 26 (Christmas).

BANKS ARE CLOSED in London on a special bank holiday in August and five other times over the year including Boxing Day (below) celebrated December 26. For key to British holidays see above.

FESTIVAL IN BUENOS AIRES, one of almost a dozen public holidays Argentina celebrates annually. Trade visitors to Latin America are urged to check the local calendar before scheduling appointments.

LUXEMBOURG—Jan. 1 (New Year's Day), Jan. 23 (Grand Duchess' Birthday), *April 11 (Easter Monday), May 1 (May Day), *May 19 (Ascension), *May 30 (Whit Monday), Aug. 15 (Assumption), Nov. 1 (All Saints Day), Dec. 25, 26 (Christmas).

MALTA—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), Feb. 10 (St. Paul's Shipwreck), March 19 (St. Joseph), *April 8 (Good Friday), May 1 (St. Joseph), *May 19 (Ascension), May 24 (Commonwealth Day), June 8 (Queen's Birthday), *June 9 (Corpus Christi), June 29 (S.S. Peter and Paul), Aug. 15 (Assumption), Sept. 8 (National Day), Nov. 1 (All Saints Day), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

MONACO—Jan. 1 (New Year's Day), *April 11 (Easter Monday), *May 30 (Whit Monday), Aug. 15 (Assumption), Nov. 19 (National Day), Dec. 25, 26 (Christmas).

THE NETHERLANDS—Jan. 1 (New Year's Day), *April 8 (Good Friday), *April 11 (Easter Monday), April 30 (Queen's Birthday), *May 19 (Ascension), *May 30 (Whit Monday), Dec. 25, 26 (Christmas).

NORWAY—Jan. 1 (New Year's Day), *April 7 (Maundy Thursday), *April 8 (Good Friday), *April 11 (Easter Monday), May 1 (Labor Day), May 17 (Constitution Day), *May 19 (Ascension Day), *May 30 (Whit Monday), Dec. 24 (half day), Dec. 25, 26 (Christmas).

POLAND—Jan. 1 (New Year's Day), May 1 (Labor Day), *June 9 (Corpus Christi), July 22 (Polish National Day), Nov. 1 (All Saints Day), Dec. 25, 26 (Christmas).

PORTUGAL—Jan. 1 (New Year's Day), *June 9 (Corpus Christi), June 10 (National Day), Aug. 15 (The Assumption), Oct. 5 (Confirmation of the Republic), Nov. 1 (All Saints Day), Dec. 8 (Immaculate Conception), Dec. 12 (Declaration of Independence), Dec. 25 (Christmas).

RUMANIA—Jan. 1 (New Year's Day), Jan. 24; May 1 (Labor Day), May 9 (Independence Day), Aug. 23 (National Day), Dec. 30 (Republic Day).

SPAIN—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), March 19 (St. Joseph), *April 7 (Maundy Thursday), *April 8 (Good Friday), May 1 (St. Joseph The Worker), *May 19 (Ascension Day), *June 9 (Corpus Christi), June 29 (SS Peter and Paul), July 18 (National Day), July 25 (St. James of Compostela), Aug. 15 (Assumption), Oct. 1 (Day of Caudillo), Oct. 12 (Columbus Day), Nov. 1 (All Saints Day), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

SWEDEN—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), *April 8 (Good Friday), *April 11 (Easter Monday), May 1 (May Day), *May 19 (Ascension Day), *May 30 (Whit Monday), June 21, 22 (Midsummer), Nov. 2 (All Saints Day), Dec. 24, 25, 26 (Christmas).

SWITZERLAND—Jan. 1 (New Year's Day), *April 11 (Easter Monday), *May 19 (Ascension Day), *May 30 (Whit Monday), Dec. 25 (Christmas).

TURKEY—Jan. 1 (New Year's Day), April 23 (National Sovereignty Day), May 1 (Spring Day), May 19 (Youth and Sports Day), May 27 (Revolution Day), Aug. 30 (Victory Day), Oct. 29, 30 (Republic Day).

USSR—Jan. 1 (New Year's Day), May 1, 2 (May Day), Nov. 7, 8 (October Revolution), Dec. 5 (Soviet Constitution).

YUGOSLAVIA—Jan. 1 (New Year's Day), May 1; July 4 (Fighter's Day), Nov. 7 (October Revolution), Nov. 29 (Republic Day), Dec. 22 (People's Army Day).

WESTERN HEMISPHERE

ARGENTINA—Jan. 1 (New Year's Day), *Feb. 21, 22 (Carnival Monday & Tuesday), *April 8 (Good Friday), May 1 (Labor Day), May 25 (Anniversary of 1810 Revolution), June 20 (Flag Day), July 9 (Independence Day), Aug. 17 (Death of Gen. San Martin), Oct. 12 (Discovery of America), Dec. 25 (Christmas).

BOLIVIA—Jan. 1 (New Year's Day), Feb. 21, 22 (Carnival Monday, Tuesday), April 8, 9 (Maundy Thursday, Good Friday), April 9 (Anniversary of 1952 Revolution), May 1 (Labor Day), *June 9 (Corpus Christi), Aug. 6 (Independence Day), Oct. 12 (Discovery of America), Nov. 1 (All Saints Day), Dec. 25 (Christmas).

BRAZIL—Jan. 1 (New Year's Day), *April 8 (Easter Friday), May 1, *June 9 (Corpus Christi), Aug. 15 (Assumption Day), Sept. 7 (Independence Day), Nov. 1 (Day of Dead), Nov. 15 (Proclamation of the Republic), Dec. 25 (Christmas).

CANADA—Jan. 1 (New Year's Day), *April 8 (Good Friday), *April 11 (Easter Monday), May 23 (Victoria's Day), July 1 (Dominion Day), Sept. 5 (Labor Day), Oct. 10 (Thanksgiving Day), Nov. 11 (Remembrance Day), Dec. 25 (Christmas).

CHILE—Jan. 1 (New Year's Day), *April 8 (Good Friday), May 1 (Labor Day), *May 19 (Ascension Day), May 21 (Navy Day), *June 9 (Corpus Christi), June 29 (SS Peter and Paul), June 30 (Bank Holiday), Aug. 15 (Assumption), Sept. 18 (Independence), Sept. 19 (Army), Oct. 12 (Discovery of America), Nov. 1 (All Saints), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas), Dec. 31 (Bank Holiday).

COLOMBIA—Jan. 1 (New Year's Day), Jan 6 (Epiphany), March 19 (St. Joseph's Day), *April 7 (Maundy Thursday), *April 8 (Good Friday), June 29 (SS Peter and Paul), *June 9 (Corpus Christi), July 20 (Independence Day), Aug. 7 (Battle of Boyaca), Aug. 15 (Assumption), Oct. 12 (Discovery of America), Nov. 1 (All Saints), Nov. 11 (Independence of Cartagena), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

COSTA RICA—Jan. 1 (New Year's Day), *April 8 (Good Friday), May 1 (Labor Day), May 20 (Independence Day), May 26 (National Revolution Day), Oct. 10 (Proclamation of Yora), Dec. 7 (National Mourning), Dec. 25 (Christmas).

DOMINICAN REPUBLIC—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), Jan. 21 (Altagracia), Jan. 26 (Duarte), Feb. 27 (Independence), March 19 (St. Joseph), *April 7 (Maundy Thursday), *April 8 (Good Friday), May 1 (Labor Day), *May 19 (Ascension Day), May 30 (End of the Trujillo Era), June 14 (Anniversary of Invasion), June 19 (Invasion of Luperon), June 29 (SS Peter and Paul), *June 9 (Corpus Christi), Aug. 15 (Assumption), Aug. 16 (Restoration Day), Sept. 24 (Mercedes), Oct. 12 (Discovery of America), Nov. 1 (All Saints), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

ECUADOR—May 24 (Battle of Pichincha), July 24 (Birth of Simon Bolivar), Aug. 10 (Independence Day), Oct. 9 (Guayaquil Independence), Oct. 12 (Feast of Race), Nov. 3 (Cuenca Independence).

GAY EXCITEMENT on Water Street in Monrovia in preparation for one of fifteen national holidays. Special days observed only in Liberia include Pioneers Day, Literacy Day, Matilda Newport Day.

EL SALVADOR—Jan. 1 (New Year's Day), *Fiesta (July-August), Sept. 15 Independence Day), Oct. 12 (Discovery of America), Dec. 12 (Day of Indian), Dec. 25 (Christmas).

GUATEMALA—Jan. 1 (New Year's Day), *April 7 (Maundy Thursday), *April 8 (Good Friday), May 1 (Labor Day), June 30 (Bank Holiday), Aug. 15 (Assumption Day), Sept. 15 (Independence Day), Oct. 12 (Columbus Day), Nov. 1 (All Saint's Day), Dec. 25 (Christmas).

HAITI—Jan. 1 (New Year's Day), Jan. 2 (Independence), *April 8 (Good Friday), April 14 (Pan American Day), May 1 (Labor Day), May 18 (Flag Day), *May 19 (Ascension Day), *June 9 (Corpus Christi), Aug. 15 (Assumption), Nov. 1 (All Saints), Nov. 18 (Army), Dec. 25 (Christmas).

HONDURAS—Jan. 1 (New Year's Day), April 14 (Pan American Day), May 1 (Labor Day), Sept. 15 (Independence Day), Oct. 3 (Morazan Day), Oct. 12 (Discovery Day), Dec. 21 (Government Day), Dec. 25 (Christmas).

JAMAICA—Jan. 1 (New Year's Day), *Feb. 23 (Ash Wednesday), *April 8 (Good Friday), *April 11 (Easter Monday), May 23 (Labor Day), Aug. 3 (Independence Day), Dec. 25, 26 (Christmas).

MEXICO—Feb. 5 (Promulgation of the Constitution), March 21 (Birthday of Don Benito Juarez), May 1 (Labor Day), May 5 (Victory of General Ignacio Zaragonza), May 8 (Birthday of Don Miguel Hidalgo y Costilla), Sept. 15, 16 (Independence Day), Oct. 12 (Discovery of America), Nov. 20 (Anniversary of the Revolution).

NICARAGUA—Jan. 1 (New Year's Day), *April 4 to 11 (Holy Week), May 1 (Labor Day), May 27 (Army Day), Sept. 14 (Battle of San Jacinto), Sept. 15 (National Independence), Oct. 12 (Columbus Day), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

PANAMA—Jan. 1 (New Year's Day), Jan. 2 (Day of National Mourning), May 1 Labor Day), Oct. 2 (Race Day), Nov. 2 (All Soul's), Nov. 3 (Separation from Colombia), Nov. 4 (Day of National Flag), Nov. 28 (Independence from Spain), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

PARAGUAY—Jan. 1 (New Year's Day), Feb. 3 (St. Blaise's Day), March 1 (Heroes Day), *April 8 (Good Friday), May 1 (Labor Day), May 14, 15 (Independence Day), June 12 (Peace of Chaco), *June 9 (Corpus Christi), Aug. 15 (Founding of Asuncion), Sept. 29 (Battle of Boqueron), Oct. 12 (Discovery of America), Nov. 1 (All Saint's Day), Dec. 8 (Our Lady of Caacupe), Dec. 25 (Christmas), Dec. 31 (Bank Holiday).

PERU—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), March 19 (St. Joseph's), *April 7 (Holy Thursday), *April 8 (Good Friday), May 1 (Labor Day), *May 19 (Ascension Day). *June 9 (Corpus Christi), June 24 (Indian Day), June 29 (SS Peter and Paul), July 28 (Independence Day), Aug. 15 (Assumption), Aug. 30 (St. Rose of Lima), Sept. 24 (Our Lady of Mercy), Oct. 12 (Discovery of America), Nov. 1 (All Saints), Nov. 27 (Battle of Tarapaca), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas).

TRINIDAD and TOBAGO—Jan. 1 (New Year's Day), *April 8 (Good Friday), *April 11 (Easter Monday), May 1 (May Day), May 24 (Queen's Birthday), *May 30 (Whit Monday), *June 9 (Corpus Christi), Aug. 3 (Discovery Day), Aug. 31 (Independence Day), Dec. 25, 26 (Christmas).

URUGUAY—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), *April 4 to 11 (Holy Week), May 1 (Labor Day), May 18 (Battle of Las Piedras), June 19 (Birth of General Artigas), July 18 (Constitution Day), Aug. 25 (National Independence Day), Oct. 12 (Discovery of America), Nov. 2 (All Soul's Day), Dec. 8 (Blessing of the Waters), Dec. 25 (Christmas).

VENEZUELA—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), March 19 (St. Joseph's Day), April 19 (Declaration of Independence), May 1 (Labor Day), June 24 (Battle of Carabobo), July 5 (Independence Day), July 24 (Birth of Liberator Simon Bolivar), Oct. 12 (Discovery of America), Nov. 12 (All Saints), Dec. 25 (Christmas).

AFRICA

NOTE: *Many recent changes make individual verifications especially advisable.*

ALGERIA—Jan. 1 (New Year's Day), July 1 (Independence), Nov. 1 (National Day), and Muslim and Christian Holidays.

BURUNDI—Jan. 1 (New Year's Day), *April 11 (Easter Monday), May 1 (Labor Day), *May 19 (Ascension Day), July 1 (Independence Day), Aug. 15 (Assumption), Sept. 18 (Victory of Uprona Party), Oct. 13 (Murder of Hero of State Rwagasore), Nov. 1 (All Saints), Dec. 15 (Birthday of Mwami), Dec. 25 (Christmas), Dec. 27 (Umugamuro).

CAMEROON—Jan. 1 (New Year's Day). *April 11 (Easter Monday), May 1 (Labor Day), *May 19 (Ascension Day), *May 30 (Whit Monday), Aug. 15 (Assumption Day), Oct. 1 (Reunification), Nov. 1 (All Saints), Dec. 25 (Christmas), and Moslem feasts.

CENTRAL AFRICAN REPUBLIC—Jan. 1 (New Year's Day), March 29 (Anniversary of Barthelemy Boganda's death), April 11 (Easter Monday), May 1 (Labor Day), May 19 (Ascension Day), May 30 (Whit Monday), Aug. 13 (Independence Day), Aug. 15 (Assumption Day), Nov. 1 (All Saints Day), Nov. 10, 11 (Anniversary of election of Barthelemy Boganda), Dec. 1, 2 (National Days), Dec. 25 (Christmas).

CHAD—Jan. 1 (New Year's Day), May 1; July 14; Aug. 8 (Independence Day), Dec. 25 (Christmas Day), and chief Muslim holidays observed on fluctuating dates.

CONGO (Brazzaville)—Jan. 1 (New Year's Day). May 1; Aug. 15 (Independence Day), Dec. 25 (Christmas).

CONGO (Leopoldville)—Jan. 1 (New Year's Day). Jan. 4 (Martyrs of Independence). *April 11 (Easter Monday). May 1 (Labor Day). *May 19 (Ascension Thursday). *May 30 (Pentecost Monday). June 30 (Independence). Aug. 15 (Assumption). Oct. 15 (President's Official Holiday). Nov. 1 (All Saints). Nov. 11 (Homage to Dead Patriots). Nov. 17 (Army Day). Dec. 25 (Christmas).

DAHOMEY—Jan. 1 (New Year's Day), April 11 (Easter Monday), May 1 (Labor Day), *May 19 (Ascension), *May 30 (Whitsun), Aug. 1 (National Day), Aug. 15 (Assumption), Nov. 1 (All Saints), Dec. 25 (Christmas), and Tabaski, Ramadan.

ETHIOPIA—Jan. 7; Jan. 19; Jan. 20; Feb. 19; March 2; *April 8 (Good Friday), *April 11 (Easter Monday), May 5; July 23 (Birthday of the Emperor); Aug. 22; Sept. 11; Sept. 27; Nov. 2; Dec. 25 (Christmas).

GABON—Jan. 1 (New Year's Day), *April 11 (Easter Monday), May 1 (Labor Day), *May 19 (Ascension), Aug. 15 (Assumption), Aug. 17 (Independence), Nov. 1 (All Saints), Nov. 11 (Armistice Day), Dec. 25 (Christmas).

GHANA—Jan. 1 (New Year's Day), March

6 (Independence Day), *April 8 (Good Friday), *April 11 (Easter Monday), July 1 (Republic Day), Sept. 21 (National Founder's Day), Dec. 25, 26 (Christmas).

GUINEA—Jan. 1 (New Year's Day), Jan. 23 (End of Ramadan), Feb. 21 (International Women's Day), March 26 (J.R.D.A. Anniversary), April 4 (Tabaski), April 11 (Easter Monday), May 1 (Labor Day), July 1 (Prophet's Birthday), Aug. 15 (Assumption Day), Sept. 28 (Independence Day), Oct. 2 (Republic Day), Nov. 1 (All Saints Day, Army Day), Dec. 25 (Christmas).

IVORY COAST—Jan. 1 (New Year's Day), Jan. 23 (End of Ramadan), April 1 (Feast of the Sheep), April 11 (Easter Monday), May 1 (Labor Day), May 19 (Ascension Day), May 30 (Whit Monday), Aug. 7 (Independence Day), Aug. 15 (Assumption Day), Nov. 1 (All Saints Day), Dec. 25 (Christmas).

KENYA—Jan. 1 (New Year), *April 8 (Good Friday), *April 11 (Easter Monday), May 1 (Labor Day), June 1 (Madaraka), Aug. 1 (Bank Holiday), Oct. 20 (Kenyatta Day), Dec. 12 (Independence Day), Dec. 25, 26 (Christmas).

LIBERIA—Jan. 1 (New Year's Day), Jan. 7 (Pioneers Day), Feb. 11 (Armed Forces Day), Feb. 14 (Literacy Day), *March (Decoration Day), March 15 (Birthday of J. J. Roberts, first President), *April 8 (Good Friday), April 15 (Africa Freedom Day), May 14 (Unification Day), Aug. 24 (Flag Day), Oct. 24 (UN Day), *Nov. (Thanksgiving), Dec. 1 (Matilda Newport Day), Dec. 10 (Human Rights Day), Dec. 25 (Christmas).

LIBYA—*Jan. 23 (Id ul Fitri), March 12 (King's Birthday), March 22 (Arab League), *April 1 (Id el Adha), *Moslem New Year, Aug. 9 (Army Day), Oct. 7 (Constitution Day), Nov. 21 (UN Resolution Anniversary), Dec. 24 (Independence).

MALAGASY REPUBLIC—Jan. 1 (New Year's Day), *April 11 (Easter Monday), May 1 (Labor Day), *May 19 (Ascension), *May 30 (Whitsun), June 26 (Independence Day), July 14 (Community Day), Aug. 15 (Assumption), Oct. 13, 14 (Madagascar National Holiday), Nov. 1 (All Saints' Day), Dec. 25 (Christmas).

MALAWI—Jan. 1 (New Year's Day), March 3 (Martyrs' Day), April 8 (Good Friday), April 11 (Easter Monday), July 6 (National Day), Dec. 25, 26 (Christmas).

MALI—Jan. 1 (New Year's Day), May 1 (Labor Day), July 14 (National Day), Sept. 1 (Independence Day), Dec. 25 (Christmas), and Muslim feasts.

MAURITANIA—Jan. 1 (New Year's Day), *Jan. 23 (End of Ramadan), *April 1 (Id el Adha), May 1; *Birth of the Prophet; Nov. 28 (National Day).

MOROCCO—Jan. 1 (New Year's Day), *Jan. 23 (End of Ramadan), March 3 (Feast of the Throne), *April 2 (Feast of Pilgrimage), *April 20 (Moslem New Year), May 1 (Labor Day), July 1 (Aid Mouloud), Nov. 18 (Independence Day).

NIGER—Jan. 1 (New Year's Day), April 8 (Good Friday), April 11 (Easter Monday), May 1 (Labor Day), May 19 (Ascension), May 30 (Pentecost Monday), Aug. 3 (Independence Day), Aug. 15 (Assumption Day), Nov. 1 (All Saints Day), Dec. 18 (Republic Day), Dec. 25 (Christmas), plus Muslim holidays.

NIGERIA—Jan. 1 (New Year's Day), *Jan. 23 (Id ul Fitr), *April 2 (Id ul Kebir), April 8 (Good Friday), April 11 (Easter Monday), July 1 (Birth of Prophet), Oct. 1 (Independence Day), Dec. 25 (Christmas), Dec. 26 (Boxing).

SENEGAL—Jan. 1 (New Year's Day), Jan. 23 (Id al Fitr), April 4 (National Day), April 11 (Easter Monday), May 1 (Labor Day), May 19 (Ascension), May 30 (Whit Monday), May 22 (Ashura), July 14 (National Day), July 22 (Maulid Alnadi), Aug. 15 (Assumption), Dec. 25 (Christmas).

SIERRA LEONE—Jan. 1 (New Year's Day), *Jan. 23 (Id el Fitri), *April 1 (Id el Adha), *April 8 (Good Friday), *April 11 (Easter Monday), April 27 (Independence), *May 30 (Whitsun Monday), *July 1 (Moulid),* Aug. 30 (Bank Holiday), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

SOMALIA—Jan. 23 (Id el Fitr), *Id el Arafa; June 26 (Independence), July 1 (Foundation of Republic), *July 1 (Birthday of Mohammed), Oct. 24 (UN Day).

SOUTH AFRICA—Jan. 1 (New Year's Day), *April 6 (Van Riebeeck Day), *April 8 (Good Friday), *April 11 (Easter Monday), *May 19 (Ascension), May 31 (Republic Day), July 11 (Family Day), Sept. 5 (Settler's Day), Oct. 10 (Kruger Day), Dec. 16 (Day of Covenant), Dec. 25, 26 (Christmas).

SOUTHERN RHODESIA—Jan. 1 (New Year's Day), *April 8 (Good Friday), *April 11 (Easter Monday), May 24 (Commonwealth Day), *May 30 (Whit Monday), June 6 (Queen's Birthday), July 8 Rhodes Day), July 9 (Founder's Day), Sept. 12 (Pioneer Day), Dec. 25, 26 (Christmas).

SUDAN—Jan. 1 (Independence), *Jan. 23 (Id ul Fitri), *Feb. (Kurban Bairam), *May (Sehm el Nessim), *April 22 (Mohammedan New Year), *July 1 (Prophet's Birthday), Nov. 17 (Revolution Day), Dec. 25 (Christmas Day for Western Community).

TANZANIA—Jan. 12 (Zanzibar Revolution Day), *Jan. 23 (Id el Fitr), *March 30 (Id el Haj), *April 8 (Good Friday), *April 11 (Easter Monday), April 26 (Union Day), May 1 (International Workers Day), July 7 (Saba Saba Day), Dec. 12 (Tanganyika Independence and Republic Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

REPUBLIC OF TOGO—Jan. 1 (New Year's Day), April 27 (Independence Day), May 1 (Labor Day), Aug. 15 (Assumption Day), Nov. 1 (Memorial Day), Dec. 25 (Christmas).

TUNISIA—Jan. 1 (New Year's Day), Jan. 18 (National Revolution Day), *Jan. 23 (End of Ramadan), March 20 (Independence Day), *April 2 (Feast of Pilgrimage), *Ras El Am Hejri; *Achoura; April 9 (Day of Martyrs), May 1 (Labor Day), June 1 (National Day), *July 1 (Birth of the Prophet), July 25 (Republic Day), Aug. 3 (Birthday of President Bourguiba).

UGANDA—Jan. 1 (New Year's Day), Jan. 23 (Id al Fitr), April 8 (Good Friday), April 11 (Easter Monday), May 1 (Labor Day), July 11 (National Day), Oct. 9 (Independence Day), Dec. 25, 26 (Christmas).

UPPER VOLTA—Jan. 1 (New Year's Day), May 1 (Labor Day), Aug. 25 (Independence Day), Dec. 25 (Christmas).

ZAMBIA—Jan. 1 (New Year's Day), April 8 (Good Friday), April 9 (Holy Saturday), April 11 (Easter Monday), May 24 (Commonwealth Day), May 25 (African Freedom Day), May 30 (Whit Monday), July 4 (Heroes Day), July 5 (Unity Day), Aug. 1 (Bank Holiday), Oct. 24 (Independence Day), Dec. 26 (Boxing Day), Dec. 27 (in lieu of Christmas).

NEAR EAST, SOUTH ASIA

NOTE: *Specific verification of these holidays is recommended.*

AFGHANISTAN—March 21 (New Year's Day), March 27 to April 1 (Id ul Adha), Aug. 24 to 26 (Independence).

BURMA—Jan. 4 (Independence Day), Feb. 12 (Union Day), March 2 (Peasants Day), March 27 (Resistance Day), April 13-17 (New Year's Day), May 1 (May Day), July 1 (Bank Holiday), July 19 (Martyrs' Day), Dec. 2 (National Day), Dec. 25 (Christmas).

CEYLON—Jan. 14 (Thai Pongal), Feb. 4 (Independence Day), Feb. 18 (Maha Swarathri Day), April 2 (Hajji Festival Day), April 8 (Good Friday), April 10 (Easter), April 13 (Day preceding New Year's), April 14 (New Year's Day), May 3 (Day preceding Wesak—Full Moon Day), July 2 (Mohammed's Birthday), Nov. 11 (Deepavali Festival), Dec. 25 (Christmas). (NOTE: All Poya Days are also holidays)

CYPRUS—Jan. 1 (New Year's Day), Jan. 6 (Epiphany), *April 8 (Good Friday), *April 11 (Easter Monday), Aug. 16 (Independence Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

INDIA—*Jan. 23 (Id al Fitri). Jan. 26 (Republic Day), *April (Ram Naumi), *April 8 (Good Friday), May 8 (Budha Purnima), *June (Muharram), Aug. 12 (Janam Ashanti), Aug. 15 (Independence Day), Sept. 27; Sept. 28 (Dussehra), Oct. 2 (Mahatma Gandhi's Birthday), *Oct. (Diwali), Nov. 1 (Guru Nanah's Birthday), Dec. 25 (Christmas Day).

HOLIDAY in BUCHAREST by Lake Herastrau.

IRAN—*Jan. (Birthday of the 12th Imman), Feb. 5 (University Established), *(End of Ramadan), *(April 22 (New Year), April 2 (Sizdah Bedar), April 16 (Birth of Iman Reza), *May (Eid Qorban), *May (Eidhe Ghadir), *June (Tassua), *July (Birth of the Prophet), Aug. 19 (Overthrow of Dr. Mussadiq), Oct. 26 (Shahanshah's birthday), *Nov.-Dec. (Birthday of Imam Ali), Dec. 12 (Liberation Day), *Dec. (Appointment of the Prophet).

IRAQ—Jan. 6 (Army Day), *Jan. 23 (Id el Fitri), March 21 (Spring), March 24 (Liberty Day), May 1 (Worker Day), April 1 (Id el Adha), *April 22 (New Year), *June (Day of Ashourah), *July (Birth of the Prophet).

ISRAEL—*April 5 (Passover), *April 12 (End of Passover), April 29 (Independence Day), *May 25, 26 (Pentecost), *Sept. 15, 16 (New Year), *Sept. 24 (Day of Atonement), *Sept. 29, 30 (Feast of Tabernacles, *Oct. 6, 7 (End of Feast of Tabernacles).

JORDAN—*(Lesser Bayram); *April 1 (Great Adha), *April 11 (Easter Day), *April 22 (New Year), May 25 (Independence day), *(Prophet's Birthday), Nov. 14 (King's Birthday), Dec. 25 (Christmas).

KUWAIT—Jan. 1 (New Year's Day), *Jan. 23 (Id El Fitri), Feb. 25 (Accession of the Ruler), *(Mount Arafat Halting Day), *April 1 (Id el Adha), *April 22 (Moslem New Year), *July 1 (Birthday of the Prophet). *Ascension of the Prophet; June 19 (Independence Day).

LEBANON—Jan. 1 (New Year's Day), *Jan 23 (End of Ramadan), April 11 (Easter Monday), Nov. 22 (Independence Day), Dec. 25, 26 (Christmas).

NEPAL—Feb. 18 (National Day), *Feb./March (Shivatri), *March (Holi), April 20 (New Year), *April/May (Red Machendranath), *Ratha Jatra; June 11 (King's Day), *Sept./Oct. (Durga Puja), *Oct. (Dwali), Dec. 15 (Constitution Day).

PAKISTAN—March 23 (Pakistan Day), Aug. 14 (Independence Day), Sept. 11 (Quaid-i-Azam's Death), Oct. 27 (Revolution Day), Dec. 25 (Quaid-i-Azim's Birth and Christmas), Dec. 31 (Bank Holiday), and Muslim Holidays.

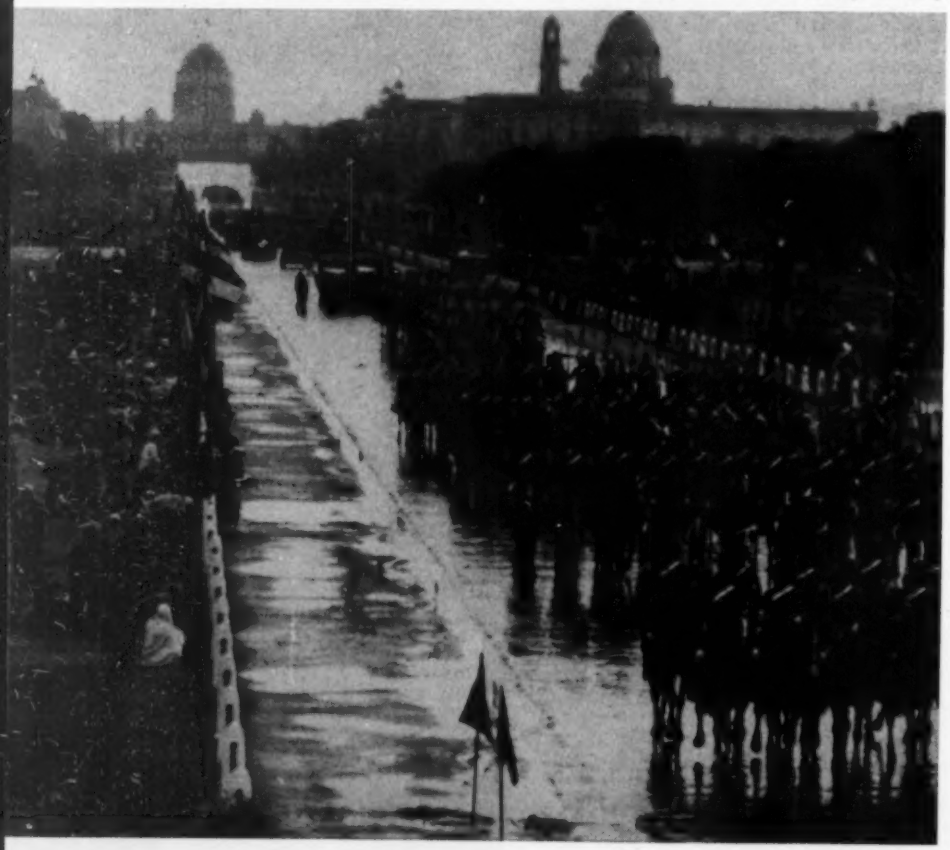
SAUDI ARABIA—*Jan. 23 (Id el Fitr), March 22 (Arab League Day), *April 1 (Id el Adha), *April 22 (Moslem New Year), May 20 (Independence), *July 1 (Prophet's Birthday), Nov. 12 (Accession of H. M. King Saud).

SYRIAN ARAB REPUBLIC—Jan. 1 (New Year's Day), *Jan. 23 (Id el Fitr), March 8 (National Day), *April 1 (Id el Adha), April 17 (Evacuation), *July 1 (Birth of Prophet), Dec. 25 (Christmas).

UAR—*Jan. (Eastern Christmas), *Jan. 23 (Ramadan), *April (Sham el Nessim), *Courban Bairam; *April 20 (Moslem New Year), June 18 (Evacuation Day), July 1; July 23 (Revolution Anniversary), *July 1 (Birthday of the Prophet).

YEMEN—Fasts at beginning and end of Ramadan.

REPUBLIC DAY IN INDIA is observed January 26 with parades and fanfare. India also observes Moslem, Christian, and Buddhist days for a total of fourteen chief public or bank holidays annually.



FAR EAST

AUSTRALIA—Jan. 1 (New Year's Day), Jan. 26 (Australia Day), *April 8 (Good Friday), *April 11 (Easter Monday), April 25 (Anzac Day), June 6 (Queen's Birthday), Dec. 25, 26 (Christmas).

CAMBODIA—April 13, 14, 15 (New Year), May 6 (Constitution Day), Nov. 9 (Independence Day).

INDONESIA—Jan. 1 (New Year's Day), *Jan. 23 (End of Ramadan), *April 1 (Id ul Adha), *April 8 (Good Friday), *April 11 (Easter Monday), *April 22 (Islamic New Year), May 1 (May Day), *May 19 (Ascension Day), *May 30 (Whitsun), Aug. 17 (Independence Day), *(Birth of Mohammed), *(Ascension of Mohammed), Dec. 25 (Christmas).

JAPAN—Jan. 1 (New Year's Day), Jan. 15 (Adult's Day), March 21 (Vernal Equinox), April 29 (Emperor's Birthday), May 3 (Constitution Day), May 5 (Children's Day), Sept. 24 (Autumnal Equinox), Nov. 3 (Culture), Nov. 23 (Labor, Thanksgiving).

REPUBLIC OF KOREA—Jan. 1 to 3 (New Year), March 1 (Independence), April 5 (Arbor), June 6 (Memorial), July 17 (Constitution Day), *Sept. (Moon Festival), Oct. 3 (National Foundation), Oct. 9 (Korean Alphabet Day), Oct. 24 (UN Day), Dec. 25 (Christmas).

LAOS—*Buddhist New Year; *Birth of Buddha; *Enlightenment of Buddha; *Death of Buddha; *Water holiday; *That Luang Bom Pha-Vet; May 11 (National Day), July 19 (Independence Day).

MALAYSIA—Jan. 1 (New Year's Day), *Chinese New Year; *Hari Rava Puasa; *Hari Raya Haji; June 5 (His Majesty's Birthday), *Prophet's Birthday, Aug. 31 (Merdeka day), *Deepavali, Dec. 25 (Christmas).

NEW ZEALAND—Jan. 1 (New Year's Day), *April 8 (Good Friday), *April 11 (Easter Monday), April 25 (Anzac Day), June 6 (Queen's Birthday), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

PHILIPPINES—Jan. 1 (New Year's Day), *April 7 (Maundy Thursday), *April 8 (Good Friday), May 1 (Labor Day), June 19 (Rizal Day), June 12 (Independence Day), Nov. 30 (National Herves), Dec. 25 (Christmas).

SINGAPORE—*Thaipusam; *Chinese New Year; *Hari Raya Puasa; *April 8 (Good Friday), *April 11 (Easter Monday), May 1 (Labor Day), *Hari Raya Haji; *Wesah Day; June 3 (National Day), *July 1 (Mohamed's Birthday), *Deepwali; Dec. 25 (Christmas).

TAIWAN—Jan. 1 (Founding of the Republic), March 29 (Youth Day), Sept. 28 (Birthday of Confucius), Oct. 10 (National Day), Nov. 12 (Birthday of Sun Yat-Sen), Dec. 25 (Implementation of the Constitution).

THAILAND—Jan. 1 (New Year's Day), Feb. 19 (Makha Buji), April 6 (Chakri Day), April 13 (Songkran), May 5 (Coronation Day), July 17 (Budhist Lent), Aug. 12 (Queen's Birthday), Oct. 23 (Chullalongkorn Day), Dec. 5 (King's Birthday), Dec. 10 (Constitution Day).

SOUTH VIET-NAM—Jan. 1 (New Year's Day), May 1 (Labor Day), *May 19 (Ascension Day), Aug. 15 (Assumption), Sept. 28 (Confucian Day), Nov. 2 (All Saints' Day), Dec. 25 (Christmas), and Lunar Calendar Festivals; Lunar New Year; Woman's Day; Budha's Birth; Thung Dao.

FOR 'E' AWARD WINNERS, a Presidential greeting. President Johnson, unable to receive 12 'E' Award winners at the ceremony that brought the total to 700, received them later that March 23 at the White House. In the photo, from left, are Leo N. Albert of Prentice-Hall International, Donald W. Douglas, Jr., of Douglas Aircraft, and Kenneth H. Olsen of Digital Equipment Co., three of the 12 company presidents who came to Washington. (Story on award ceremony was on Page 2 of March 28 *International Commerce*.)

Museum's plea: past is past

Museums ordinarily are happy to link the things of the past with the present. But there is one in America trying to get across a message that what is past is past.

The Commercial Museum of Philadelphia—now called the Civic Center Museum—operated a Foreign Trade Bureau for more than 50 years. But with changing functions it discontinued the bureau about a decade ago.

Though the U.S. Commerce Department has not mentioned the bureau in the past 10 years and the Chamber of Commerce of the U.S. dropped it from its Foreign Commerce Handbook after 1955, it still gets trade inquiries from abroad.

International Commerce joins the museum officials in asking commercial advisers throughout the world to guide future inquiries into active channels, such as the commercial offices of U.S. Embassies and Consulates.

'Open door to business' policy affirmed for Foreign Service

Secretary Rusk's letter to ambassadors reports steps by State and Commerce to aid Americans in world trade

International business operations are essential to the success of U.S. foreign policy, Secretary of State Dean Rusk has written to all Ambassadors in urging them to maintain an "open-door policy" with the U.S. business community.

Secretary Rusk concluded his new instructions to all Ambassadors by confirming the agreement recently reached between the Departments of State and Commerce on a program to integrate economic and commercial activities and personnel, and to support these increasingly important functions with the total resources of U.S. diplomatic missions overseas.

"We want to bring U.S. foreign policy views and issues to the business community—encouraging support at home and abroad," Rusk told the envoys. "We also want to bring business views more directly into the foreign economic policy-making process."

The Secretary pointed to the reduced trade surplus of the U.S. in 1965, the intense competition with other industrialized nations, and the current reduction in U.S. share of many foreign markets. He said that fulfillment of some of the most critical U.S. world responsibilities depends on expanding American exports.

Secretary Rusk reported on steps already taken in strengthening the links between the U.S. Foreign Service and the business community:

- An Advisory Committee on International Business Problems, composed of business leaders, has been enlarged and given new attention.
- Consultations by the State Department with the Business Council for International Understanding have been broadened. The most recent event in this regard was a meeting in Washington on Jan. 26. Details on this exchange of views have been sent to U.S. overseas posts.
- A program of having ambassadors and other senior diplomatic officers meet with selected U.S. businessmen before going out to foreign assignments has been expanded.

Leadership in the State Department of this business-diplomatic cooperation has been entrusted to Eugene Braderman, Deputy Assistant Secretary of State for Commercial Affairs and Business Activities. It will be recalled that Braderman served for many years in the Department of Commerce, most recently as director of the Bureau of International Commerce.

ASIE schedules seminar on overseas distributors

A seminar covering pertinent questions about "Overseas Distributors and Representatives" will be sponsored by the American Society of International Executives in Philadelphia, April 28.

Speakers will be Joseph Keating, manager, Ballagh & Thrall, Inc.; Michael D. Solano, sales supervisor, film division of Olin Mathieson; Richard B. Mitchell, traffic manager, Woodward & Dickerson, Inc. and Melvin Kerr, traffic manager, S.S. White Co., a session moderator.

COLON FREE ZONE is complex of warehouses, assembly buildings. In background is Atlantic entrance to Panama Canal, which offers excellent pier facilities.

Colon Free Zone trade expands; more than 200 U.S. firms use area to sell to Latin America

With 100-acre tract and 52 buildings, Zone offers facilities for manufacturing, processing, warehousing, transshipping; also, tax incentives and freedom from import, export duties

By FRANK MAU

Commercial Attaché
U.S. Embassy, Panama

Colon Free Zone trade is increasing. Its value has risen from $14 million in 1953, the first year of operations on the present site, to more than $248 million in 1965.

The Colon Free Zone, at the Atlantic end of the Panama Canal, 50 miles by road from the Pacific Coast and Panama City, serves more than 200 U.S. companies as a base for their selling operations in Central and South America.

In all, 123 firms have a capital investment in the 100-acre facility and over 270 other firms are represented through agreements with service and management companies in the Free Zone. While U.S. firms account for more than 60% of the annual volume of business conducted from the Zone, the growth rate for tenants from other countries is accelerating.

Meaning of a free-trade zone

The free-trade zone is almost as old as international commerce and its advantages are almost as varied as the countries in which it is found.

Some free-trade zones offer manufacturing facilities that make it possible for foreign industry to enter a market that would be closed to or prohibitively expensive for products manufactured abroad. Others offer facilities for transshipping and multiple distribution. Still others afford exceptional economies in central warehousing, or in processing materials at the threshold of major markets. Some provide special tax incentives, and almost all extend freedom from import and export duties.

All the advantages

The Colon Free Zone provides all of these advantages. It is the second largest private employer in the Republic of Panama; more than 1,900 workers are employed within its confines. The Zone has 52 buildings. Thirty-five percent are privately owned; 65% are owned by the Free Zone Administration and leased at attractive rates on a 20-year basis. Facilities cover a tract of about 100 acres. A program is underway to enlarge even further the area of the Zone. It is served by 60 shipping lines and some 30 scheduled airlines, all intersecting at the Atlantic entrance to the Panama Canal and the Tocumen International Airport in the Republic of Panama.

The Colon Free Zone, not to be confused with the Panama Canal Zone, is an autonomous agency of the Panamanian Government established to provide employment to the citizens of the

City of Colon. It is managed by a directorate of Panamanian and U.S. businessmen, free of interference by either Government.

The Zone contains installations for the warehousing and processing of almost every kind of goods, worked by a large force of bilingual skilled and semi-skilled labor. The Zone offers freedom from consular fees, low tax rates, and facilities for packaging to Latin American taste and requirements. Wholesale firms in the Zone have large and well appointed sales showrooms in which representative stock is displayed.

Stocks may be kept either in public warehouses or in bonded warehouses operated by large specialist private firms. These companies offer common warehousing, refrigerated storage, dehumidified storage, freight forwarding, packing and repacking, bookkeeping, and various other services. In some instances, they even can supply a Latin American sales force for companies they represent.

Special inducements are extended by the Free Zone Administration and the Government of Panama to foreign firms willing to establish manufacturing enterprises within the Zone.

U.S. companies there

Among the major U.S. companies using the Free Zone are Eastman Kodak, Coca Cola, Firestone, Parke Davis, Pfizer, Schering, Gillette, and a host of others. Gillette, a long-time tenant of the Zone, not only supplies many of its Western Hemisphere customers from its Free Zone warehouses but also has found it profitable to conduct various assembly operations within the facility for their Gillette, Paper Mate, and Toni products.

Numerous other large and smaller U.S. companies either operate their own warehousing and distributing facilities within the Zone or have turned over major responsibility for these functions to one of the many service and management companies established within the area. Victor Gasket Co., for example, recently retained the services of one of the companies to assemble, package, and distribute its products throughout the Latin American and Caribbean area.

Advantages

Among the many advantages afforded to U.S. companies using the Free Zone are the opportunity to expand sales through more prompt and economical service to Latin American customers, effective control of overseas sales organizations by establishment of a centrally located sales headquarters, reduction of inventory through flexible stockpiling; and an abundance of skilled bilingual personnel at costs considerably below those prevailing in the United States.

By maintaining inventories in Free Zone warehouses, a U.S. company can offer invaluable customer service. For the Latin America buyer, the major advantage in dealing with Free Zone firms is that he can work with lower inventories, knowing merchandise may be purchased and delivered by sea or air with minimum delay. This factor is of extreme importance to the Latin American businessman who often is subject to a lack of adequate financing, high interest rates, currency depreciation, and an inability to operate with large inventories.

Thus, customers with limited capital can compete with larger companies, turning over capital many more times each year than firms operating in traditional export patterns.

A major advantage to the U.S. businessman is that he can retain control of merchandise until a sale actually is made.

Many Colon Free Zone offices are sales headquarters for U.S. companies operating in Central and South America, with regular sales meetings and training programs held at a central location within the Latin American market. U.S. merchandisers operating out of the Free Zone can rely on local technicians, familiar with all aspects of commercial operations in Latin America, to assume responsibility for the myriad and confusing details involved in selling to 20 separate Latin American countries.

Finally, they have access to the financial and technical facilities of three major U.S. banking institutions with branches in the Republic of Panama.

The Director of a recent trade mission

Colon Free Zone: How to use it

As a U.S. businessman, you may use the Colon Free Zone by operating through any of several business entities, as follows:

- A Panamanian subsidiary of your own company
- A Panamanian branch of your own company
- Your own Panamanian company
- A Western Hemisphere Trading Corporation, organized in the United States to do business in Latin America
- A Panamanian company established in the Free Zone to provide export and management services throughout Latin America

PRODUCTS FROM U.S., Philippines, Italy in warehouse managed by Colon Free Zone Administration.

the author

Frank Mau has served at posts in Paris and Lima. Before joining the Foreign Service, he was a partner in a livestock company.

Mau received B.S. and M.S. degrees at Stanford University and attended the University of Grenoble, France, and Mexico City College. He is the author of the article on prospects for U.S. exports to Panama in the March 7 issue of INTERNATIONAL COMMERCE, *page 35.*

from Puerto Rico, following a visit to the Free Zone, stated that ". . . the Colon Free Zone represents a most unusual and timely opportunity for Puerto Rican firms, both large and small, desiring to enter other Latin American markets; we intend to recommend its use to Puerto Rican companies; we regret that we had no first-hand knowledge of its advantages earlier." The statement represents the consensus of most U.S. businessmen visiting the Colon Free Zone for the first time.

Detailed information concerning the Colon Free Zone can be obtained by writing, in English or Spanish, to the Colon Free Zone, P.O. Box 1118, Colon, Republic of Panama, or by visiting or writing the New York Office of the Colon Free Zone, 247 Park Avenue, New York 17, N.Y. Either of the offices can provide a list of management (service) firms in the Colon Free Zone capable of providing services to U.S. companies not desiring to establish their own offices there.

RAZOR BLADE DISPENSER PARTS, 200 tons in all, a record for the Gillette Co., leave Boston for Europe under the eyes of company executives. The dispensers will be used by Gillette's blade making plant in Berlin. Gillette has plants in 9 countries abroad and sales subsidiaries in 16 others. The company estimates its '65 operation brought $20 million to the plus side of the U.S. balance of payments ledger.

More than 1200 firms use U.S. Foreign Trade Zones

The United States has its free-trade zones, too.

More than 1200 firms, 90 to 100 of them on a full-time basis, are using these special areas every year.

Serving companies operating in Latin American markets, U.S. Foreign Trade Zones have been established in New Orleans and in Puerto Rico where there is a primary zone at Mayaguez and a sub-zone at Penuelas on the southern coast.

Between 150 and 200 firms generally occupy the New Orleans Zone at a given time; about 20 are full-time occupants. The Puerto Rico areas focus primarily on plant installation rather than on warehousing. Seven manufacturing plants—six on a continuing basis—are operating at the Mayaguez and Penuelas areas.

In both the New Orleans and Puerto Rican Zones, the annual volume of cargo received and forwarded is increasing, and more commodities are being handled.

Other U.S. Foreign Trade Zones are located in or near U.S. ports of entry at New York City, San Francisco, Seattle, and Toledo. A new one, in Honolulu, is expected to open later this year.

Connor says firms topped balance goals

Investment outflow dropped after payments program began

Income receipts from U.S. investments overseas rose 10% to a total of $4.1 billion in 1965, a survey by Commerce Department's Office of Business Economics has disclosed.

This is part of a picture that, according to Secretary of Commerce John T. Connor, demonstrates that U.S. corporations made a significant contribution to the balance of payments in 1965—"a greater contribution than we had anticipated."

"The results for 1965 indicate that companies scaled down their overseas direct investments after the voluntary program went into effect in the spring. Direct investment capital outflows were running at an annual rate of $4 billion in the first half of 1965. For the year as a whole, however, they were less than $3.3 billion," the secretary said.

"Evidence now available suggests that the participating companies will be able to hold their overseas investment expenditures within the targets of the voluntary program, even though expenditures on new plant and equipment abroad are rising. Additional financing made available through a number of bond issues sold abroad and other foreign borrowing will be the major factor moderating the outflow of U.S. funds," he commented.

Plant and equipment expenditures of foreign affiliates of U.S. firms are now estimated at $7.1 billion for 1965 and the projected 1966 figure is $8.8 billion.

Capital outflow links

The figures on plant and equipment expenditures do not have a fixed relationship to capital outflows from the United States as recorded in the balance of payments accounts. Only part of the plant and equipment outlays of U.S. affiliates is financed by capital outflows from the United States and some capital outflows are used for purposes other than installing new plants and equipment.

The major upward thrust in 1966 manufacturing outlays abroad is in chemicals (including petrochemicals), in primary and fabricated metals, and in transportation equipment. A striking 40 percent increase is now projected for 1966 manufacturing outlays in Europe, scheduled to rise to $2.3 billion from $1.7 billion in 1965. Biggest jumps are reported for Belgium, Germany, and the United Kingdom. For Canada the increase in manufacturing outlays is projected at 25 percent. Rapid growth is also reported for India and Australia.

Textile export is vital

Commerce Secretary asks manufacturers to allot part of production for overseas markets

By JOHN T. CONNOR
Secretary of Commerce

The textile industry today is a happy contrast to the "sick" years of the 1950's. It has achieved one of the most dramatic turnabouts in American business history. No wonder a national magazine described the textile industry two years ago as once again "stirring and flexing its muscles." And small wonder the American Textile Manufacturers' Institute president could say last year: "We are a proud industry. We are ready for tomorrow."

CONNOR

Nor does a better example exist of the contribution that carefully framed government policies—both domestic and international—can make in the encouragement of industrial progress. Over the past five years, a series of measures of great importance to this industry have been undertaken by the Kennedy and Johnson Administrations.

Seven-point program

I refer particularly to the Long Term Cotton Textile Arrangement, the one-price cotton legislation enacted in 1964 and reaffirmed in 1965, liberalized depreciation guidelines, the investment tax credit, and the textile research and development program being conducted by the National Bureau of Standards under a budget of $1.6 million. All of these were elements in the seven-point textile program of early 1961. And, even as this seven-point program was translated into action, the reduction in corporate and income taxes made itself felt in the textile industry as well as the economy as a whole.

In assessing the effectiveness of Government policies, we need only consider where the textile industry stood five years ago and where it stands today. And it is clear that Government policy must continue to play a positive role in support of further progress.

Today, with the rest of the nation's economy, the textile industry stands atop a peak of achievement and peers into the future.

The most stringent immediate demand placed on the industry today is to supply our military forces in Vietnam. The military demand for textile mill products and apparel is rising substantially during the present fiscal year. I am glad to be able to say that the industry is effectively meeting these requirements despite the fact that capacity to produce key military items was curtailed in previous years because of lack of demand for these products.

Apart from military requirements, we know that one of the industry's major concerns is the rise in textile imports. 1965, a record year in so many ways, was also a record year for imports of cotton, wool, and man-made fiber textiles.

The net import balance for cotton textiles of $156 million was more than 50% higher than the previous year. Only four years earlier, the United States had a net export balance of $74 million. The net import balance for wool textiles last year was $316 million—25% higher than the 1964 level.

And in 1965 for the first time—at least on a quantitative basis—the United States was a net importer of man-made fiber textiles.

The record volume of imports in 1965 would have been substantially greater without the Long Term Cotton Textile Arrangement—a strong reminder that the Long Term Arrangement expires on Sept. 30, 1967. Efforts are now being made to secure extension in its present form for an additional period of time, although obviously it remains far from a perfect instrument to achieve orderly trade in the field of cotton textiles.

We are confident that the arrangement will be extended. But until the extension has been secured, this remains an important problem.

And let me add this: if the Long Term Arrangement should not be extended in its present form, exporters abroad should not assume that uncontrolled cotton textile trade in the U.S. market would result.

The Long Term Arrangement is limited to cotton textiles, of course, and this is another matter of concern. Our efforts since 1961 to secure international arrangements in the field of wool textiles have not borne fruit. Until now, there has been no effort to secure international action in the field of man-made fiber textiles. Both questions remain unresolved in Washington and in other capitals around the world.

Growing barriers

One of the best answers to increased imports—both for the textile industry and for the national economy—is increased exports. This is not an easy matter, however, in the areas of textile and apparel exports because of serious and growing barriers in many parts of the world that are often discriminatory against American manufacturers.

Largely as a result of these factors, U.S. textile exports fell off severely last year even as imports were rising, although notable export successes were achieved in some instances and in some geographical areas.

Business and Government both must take part in a joint effort to increase our textile exports.

The industry must become increasingly export conscious. It must turn a significant portion of attention and energies to promoting exports and making goods available for export. I suggest that it consider, at least for the long haul, the allocation of some percentage of production for the export market. This is a common practice among the nation's foreign competitors.

The Government, as part of its contribution to an increase of textile exports, must work to secure non-discriminatory treatment on a fair reciprocal basis for American textile goods abroad.

In addition, we are now establishing under the aegis of the Commerce Department an Exporters' Textile Advisory

This article is adapted from an address by Secretary Connor to the recent annual meeting of the American Textile Manufacturers' Institute. The address was delivered for him by Under Secretary LeRoy Collins.

Committee. This industry committee will be a companion to the Management-Labor Textile Advisory Committee established in the early days of the Administration's textile program, and still a most vigorous and effective group. The new committee will work closely with Commerce and other Government departments to increase our lagging textile exports.

One factor as we move forward will be growing participation by developing nations in world textile markets. Many of these nations will share the reasonable aim of increasing exports in order to raise the standards of living of their peoples. At the same time, their products may often be directly competitive with goods produced here and in other industrialized countries.

Equitable opportunities

Under these conditions, considerable attention will have to be devoted in the years ahead to maintenance of equitable trade opportunities for all nations. At the present time, the Long Term Arrangement is designed to meet this kind of problem in the field of cotton textiles. It aims to provide growing opportunities for cotton textile exports by developing countries without disrupting the markets of the older textile-producing countries. And insofar as the great U.S. market is concerned, we are certainly doing our share in this direction—some may feel more than our share—through increased imports of cotton textiles.

All of these matters—imports and exports, foreign competition, trade barriers, and trade agreements—are closely related. They are the stakes that mark the broad boundaries of the international marketplace. And this marketplace is of vast and growing importance to the textile industry.

The textile industry—so broadly based in the mass domestic market—strong and forward looking and technologically oriented as it is today—must now more than ever look beyond the borders of the United States to sustain growth and progress. It must be internationally-minded because its future lies overseas as well as within the limits of the 50 states.

This means that the industry must become increasingly concerned and interested not only in direct international textile problems such as arise from the Long Term Cotton Textile Arrangement. It also means that the industry must become increasingly concerned and interested in the trade policy of the United States in its broadest sense.

The textile industry must keep itself informed of the aspirations of the developing countries. It must know on a current basis what is going on in the economies, in the textile industries, and in the formulation of new trade policies in these developing countries as well as in the competing industrialized countries.

This is a changing, dynamic world, and the changes are taking place as rapidly in the trade sphere as in the political area. It is up to all of us to keep abreast of the changing economic developments throughout the world and to be prepared to take active roles in the formulation of new policies in this country as the requirements dictate. Certainly next year, 1967, will be crucial in this respect as the Trade Expansion Act of 1962 expires. New legislation will be needed to meet the demands of 1967 and the years beyond in a world quite different from that visualized in 1962.

This industry, in particular, will have a heavy responsibility in this respect—especially if we should encounter an impasse in extending the Long Term Cotton Textile Arrangement or difficulties in working out comparable international agreements for wool and man-made fibers.

I am confident that, facing up to these changing conditions, the textile industry will continue to achieve a high level of across-the-board progress as it has through these years of broad expansion.

FOREIGN TRADE OPPORTUNITIES for Hawaii businesses were discussed at a Honolulu conference co-sponsored by the Honolulu Chamber of Commerce and Rep. Patsy T. Mink of Hawaii. From left are Robert Kerr, Business and Defense Administration, Department of Commerce, Washington, Congresswoman Mink, and George A. Black, Jr., of the Commerce Department's Honolulu Field Office.

Iceland to buy U.S. dredge to improve port facilities

The Government of Iceland will purchase a dredge from Ellicott Machine Corp. of Baltimore to deepen and improve port facilities for the country's merchant marine and fishing industries.

The dredge will be a 14-inch hydraulic pipeline cutterhead "Dragon" model. The purchase will be financed through an Export-Import Bank loan of $318,000. The loan is repayable in 14 semiannual installments beginning in 1967.

CONSTRUCTION EQUIPMENT

A French firm specializing in manufacturing small scale earth and post hole augers and boring tools, principally of its own patented "Tecvis" equipment, seeks cross-licensing arrangement and joint venture agreement with U.S. company.

"Tecvis" equipment includes machines designed for driving down and screwing down reinforced concrete foundation piles; machines design for screwing down (and unscrewing) steel tubes of various sizes and special drilling machines designed for all horizontal boring operations and sub-surface work in connection with construction of railroads and roads.

Write: Tecvis, 59 Rue de Kater, Bordeaux, Gironda, France, Attn: Claude Bourg. WTD.

THE FREE-SWINGING FORTY-NINTH

Communications 'failures' probed at IEA convention

'Frankness' mandate is obeyed at organization's annual meeting in New York

By STANLEY LICHTENSTEIN
Staff Writer

NEW YORK—In an age of simultaneous data streams and world-wide instantaneous person-to-person or machine-to-machine communications, business and government still have one foot in the horse-and-buggy era in their international trade activities.

This, in substance, was the conviction expressed by a number of speakers at the 49th annual International Executives Association conference.

Delivering an IEA special report, Jack N. Behrman warned at the outset that his report was going to be "contentious, polemical and aggressive." He kept his promise.

IEA report

Behrman, professor of international business at the University of North Carolina and former Assistant Secretary of Commerce for Domestic and International Business, refrained from reading the 36-page report to the group.

He concentrated instead on what he considered salient points, beginning with the suggestion that the negligible response to the questionnaire preceding the report was itself an indication of an unfilled need. The report's subject was "The Role of Business in Communicating with the Public, Government, Press, etc.," and Behrman commented that business-government communications need improvement "if 600 questionnaires bring in only 12 replies."

He urged business firms to give up any idea that they can "communicate with government on an ad hoc basis." They would do better, Behrman contended, to appoint a man in each company at a policy level to specialize in liaison with government and develop a thorough command of the company's and the industry's needs as related to government policies. "You can't leave it to your chief executive," he told the entrepreneurs at the convention.

Greater consistency of action is needed in business and trade circles, no less than in government, he continued. Individual firms and the associations to which they belong need to know more than they do now about tariff and non-tariff barriers in their own fields and should have procedures for reconciling differences in their industries, Behrman held. Too often, he said, Government officials are forced to formulate policy on the basis of what they believe to be good for business—but without adequate briefing from business leaders who fail to communicate.

On questions such as GATT negotiations, East-West trade, tax incentives, investment restraints, and the AID program, according to Behrman, business-government communications have been stepped up but are still not good enough, and action becomes stillborn when a business group simply "makes its report and goes home."

At the same time, he hailed National and Regional Export Expansion Councils and such bodies as the Business Council for Latin America—set up with State Department and AID cooperation—but urged that more Government agencies should be drawn into the picture.

Proposed steps

Moves to be considered by government, Behrman suggested, include: possible relinquishing of responsibility for trade-promotion activities to the private sector through "a government-financed (for a time), privately-operated unit," reduction in the number of control agencies concerned with exports to the Soviet bloc, removal of constraints over capital movement, and measures to implement the Watson Report on the role of private enterprise in the AID program.

There has been something of a communications failure between suppliers and users of modern business communications facilities, in spite of tremendous strides in the 100 years since Cyrus W. Field laid the Atlantic Cable, said a 30-year veteran of international communications.

Western Union International's president E. A. Gallagher cited gains to be made through use of systems based on the co-axial cable, satellites, high-frequency radio and the tropospheric scatter technique, but he urged U.S. international traders to give the communications industry "expert advice on where you think the channels should be opened, what you see on the horizon five years hence."

U.S. communications leadership, he said, is increasingly rivalled by overseas nations—Japan, the United Kingdom and the British Commonwealth, Western Europe, and others—who have "not been asleep at the switch," and the communications needs of developing nations are being approached through cooperative planning and joint ventures. In international competition, observed Gallagher, it is often a case of, "If you don't have the equipment, you're dead."

Electronic computers and a "fine corps of consultants" have been used to good advantage by New York State in finding overseas customers for manufacturers and farmers, Gov. Nelson A. Rockefeller reported. Reviewing the four years since establishment of New York State's International Commerce Division, he said that a thousand manufacturers had joined export ranks during that period and the year preceding.

Many were aided, the Governor noted, by State Division branch offices in Brussels, Montreal, Washington, Chicago and Los Angeles, and a Far East office is planned. Then Rockefeller commented: "U.S. exports this year are expected to top $29 billion. This is where the action is. . . . A world made small by instant communication needs freely flowing trade to make it one."

In recognition of his penchant for being "where the action is" in foreign trade, Rockefeller was presented with the third IEA Presidents' Award. Previous recipients were former Secretary of Commerce Luther H. Hodges and Juan T. Trippe of Pan American World Airways.

Like Jack Behrman, New York City

Council President Frank D. O'Connor indicated that complicated techniques like "bouncing high-frequency radio signals off satellites thousands of miles away" often seem to be "child's play alongside the problem that government faces in maintaining good communications with the business community."

Decrying a "serious" drop in New York City's share of water-borne international tonnage, and the non-exporting status of 48,000 out of 50,000 New York State firms, O'Connor urged the establishment of a foreign trade division within the New York City Department of Commerce and Industry, further development of the city's Foreign Trade Zone, and careful working out of the World Trade Center concept for New York City.

He asked all businessmen with ideas or suggestions to get in touch with an advisory international businessmen's group he had appointed "to promote export activities by New York manufacturers—particularly small companies."

There can be no real doubt "that we will find the financial means to put to productive use all of this modern communications technology," declared Hobart Taylor, Jr., Export-Import Bank director.

Biggest problem

Taylor said that ground stations for satellites and other high-priced hardware incited financial fears like those which attended jet aircraft innovations not many years ago, but things worked out all right in spite of the fears. The real problem in furthering communications development, according to Taylor, is the basic plight of developing nations faced with a formidable gap between what they receive for their products in world markets and what they pay for their imports. Advances in communications, as in other forms of technology, are keyed to the resolution of these nations' general economic difficulties, the Eximbank director observed.

"If we don't translate our technology into productivity in developing nations, we shall have created a Frankenstein," he said.

Taylor called upon private entrepreneurs to play a larger role in joint planning efforts and to "work harder and a little closer" with businessmen in developing nations. New communications techniques, he pointed out, make this easier because the American businessman can more readily get to know his overseas customer or partner personally.

Brain drains and brain gains have become a problem of central international concern, vying with the flow of gold or the movement of goods in terms of relative urgency, advertising executive Marion Harper, Jr., said. He brushed in the total picture this way:

"It would be possible and intriguing to construct a map of the flow of human capability around today's world. The United States and the Soviet Union would show advances, and Europe . . . would show a deficit. Japan and China . . . would show a favorable development of brains to the point of being able to export talent, while still moving ahead. . . ."

Arguing for a genuine exchange rather than one-way flow of brainpower, Harper suggested future development of "some kind of International Brain Bank to correct international imbalances in brains." He said the international executive could help in training people overseas and "promoting the conception of national capability," possibly involving his company in "reforestation" programs of scientific training in countries suffering scarcity.

AT CLEVELAND CONFERENCE

More alertness to international, national, industry trends urged

Commerce Department releases, publications cited as aids to developing trade opportunities on three basic levels

U.S. businessmen aiming to sell abroad must pay attention to leads developing on three levels: international, national and industry.

This was the advice given at the recent Cleveland World Trade Conference by Peter F. Greene, editor of the *Exporter's Encyclopedia*.

He explained the importance of economic and commercial developments on the levels—international, "where a World Bank loan or one from the Inter-American Development Bank may directly or indirectly spark business for us"; national, "where a government project or development program may provide the opening we seek," and the industry level, where "a new plant . . . can mean more or less business for us and it's a good idea to find out . . . so we'll know what steps to take."

As examples of overlooked points that made American sellers miss the boat, he cited a lost sale of cement mixers to a Far East market "because the U.S. company used heavy-gauge steel and the buyer could get one from Germany that . . . could do the job and was cheaper," and a Japanese aversion for brown sunglasses as not offering sufficient contrast with the customers' skin color, among others.

U.S. Department of Commerce releases and publications, Greene said, regularly point up promising situations like these:

"In Germany, a market survey shows that the demand for plastics, raw materials, machinery and equipment is expanding rapidly. . . . Japan's . . . consumers (have) purchasing power for improved housing . . . and that country, although the fourth largest Free World producer of machine tools, turns to imports for technical innovations in accessories and precision gauging equipment. . . . Kenya is a virtually untapped market for many products, including fire-fighting devices for home and industry, lightweight aluminum ladders, dispensers for paper and other products, clothing, school and office supplies and even personal grooming aids, notions and greeting cards. . . ."

T. Graydon Upton, Inter-American Development Bank vice president, reviewed developments which led to the Bank's creation as a unique institution supported substantially by U.S. funds but with predominantly Latin American management, using Spanish as its chief language and reflecting "in all its actions the closest affinity with Latin American problems and aspirations."

The Bank, he said, was conceived as an answer to Latin American complaints concerning the continent's low commodity prices, its need for more foreign aid, a lack of existing financial institutions geared to Latin American problems, and desire for crash programs in social development fields such as housing and water supply.

PARACHUTE JUMP starts things off (pictures go clockwise) as Jump Leader Lawrence Lower carries a pair of scissors for the Emperor to use in the ribbon-cutting. At the irrigation exhibit, Selassie is flanked by Berliner (left) and Korry. He gives the Mercury Space Capsule the once-over, then watches Mrs. Iris Davis, wife of USIS Cultural Officer William Davis, operate the Nadeau Loom.

Exhibit opens in sky

After ribbon-cutting scissors were dropped to him by parachute, Emperor Haile Selassie made the rounds of the U.S. National Exhibition in Addis Ababa. With him were Ambassador Edward M. Korry and Exhibit Manager Fritz D. Berliner. (See INTERNATIONAL COMMERCE, March 28, page 16.)

EXPORT PROMOTION DATES

Markets for U.S. products

Sixteen U.S. furniture manufacturers entered the International Furniture Fair in Cologne recently and wound up with almost $800,000 in their pockets, with an estimated $3.5 million more to come by the end of this year.

Two commercial shows in Latin America last fall proved to the Bureau of International Commerce and to those who participated that buyers in those countries will come to buy, not just to look.

And a number of U.S. firms which entered the laundry and dry cleaning equipment show at the Stockholm Trade Center found what they were looking for: agents and representatives.

This, in brief, is what happens when U.S. firms display their wares in other lands. The export expansion dates on these two pages tell you what to sell, and where and when. The opportunities lie in commercial trade fairs. U.S. trade center shows, national exhibitions, trade missions and the Sample Display Service.

Aggressive promotion is necessary to clinch the sale, but the task is made easier by exposing your products in the four ways listed here.

► Exhibits in commercial fairs by the United States are selected after a research study shows a market for the product.

► Trade center shows, held in London, Bangkok, Frankfurt, Tokyo, Milan and Stockholm, are open by invitation to buyers, agents and wholesalers. They are limited to specific product lines.

► Trade missions composed of U.S. businessmen are organized to promote the export of U.S. goods and services. Some are organized and financed by the U.S. Government. Others are industry-financed and industry-organized and programmed with the help of the Government.

American firms interested in selling their products abroad are invited to submit their business proposals to: Bureau of International Commerce, Trade Missions, Code 8210, Department of Commerce, Washington, D.C. 20230.

► The Sample Display Service, which puts products on view for 30 days, gives U.S. exporters low-cost service in Bangkok, Beirut, Manila, and Nairobi. This activity helps firms obtain local agents, distributors, licensees and investors.

Write: Bureau of International Commerce, Code 8198, Department of Commerce, Washington, D.C. 20230.

High fidelity and stereophonic sound equipment. GREAT BRITAIN. Exhibition will feature a wide selection of the latest American recorders, amplifiers, speakers, stereo tapes and record albums. **London Trade Center. April 14-22.**

"Plastics USA." GERMANY. The exhibit will include plastics production machinery and related equipment; plastics raw materials and compounds; selected semi-finished and finished products having proprietary production features. T. T. Miller, Chairman of the Board, Society of the Plastics Industry, is scheduled as technical consultant to the exhibition. **Frankfurt Trade Center. May 4-11.**

Security and fire prevention and protection equipment. GREAT BRITAIN. The U.S. exhibit will include burglar, fire and vehicle alarms, safes and security locks, personal call systems, computers, telephonic scramblers, valuable metal detectors, Regiscopes, pressure mats, microfilm, closed circuit TV, video tape recorders, central station controls, fire alarm batteries, sprinkler systems, fire tenders and related state-of-the-art devices. **London Trade Center. May 10-20.**

Specialized industrial modernization equipment. JAPAN. Four specially selected categories of advanced industrial equipment have been earmarked as having unusually attractive sales possibilities. Process control computers, industrial filtration equipment, fluid power devices and specialized industrial components will be featured. **Tokyo Trade Center. May 17-27.**

Mechanics' hand and power tools, automotive testing equipment, engine maintenance and repair equipment. THAILAND. Rapidly expanding automobile market in Thailand needs hand and electric power tools, air or hydraulic tools and heavy machinery for garage and service stations. **Bangkok Trade Center, May 18-31.**

Industrial fasteners. SWEDEN. The U.S. commercial exhibition will feature advance mechanical fasteners and assembly equipment for Sweden's growing industries—particularly in the automotive, aircraft, electrical, engineering, timber, plastics and related fields. The show will include all types of labor saving equipment and devices of interest to the Scandinavian manufacturers in cutting production costs. **Stockholm Trade Center. May 20-27.**

Instruments, components and computers. UNITED KINGDOM. The British Government is encouraging industry to modernize. The situation demands the importation of instruments, components, and computers. U.S. manufacturers, already suppliers at the rate of $30 million a year, can sell more. **I.E.A. exhibition: The Olympia, London. May 23-28.**

Production equipment for the electronic industries. ITALY. Urgent need exists for U.S. production equipment to solve rising labor costs and technological obsolescence throughout Italian electronic industries. Reports from recent exhibit at the Trade Center in Frankfurt confirm strong demand for U.S. equipment judged 5-7 years ahead of European competition. **Milan Trade Center, June 9-15.**

Executive aircraft and accessories. GREAT BRITAIN. Business and private flying in the U.K. has grown considerably in recent years. More and more commercial and industrial companies are turning to private and executive aircraft. Over 1,400 such aircraft are registered now in the U.K. and the number appears to be increasing at 150 a year—an interesting indication of a growing market for U.S. executive aircraft manufacturers. The U.S. exhibition will also include panel instruments for light aircraft as well as Com-Nav equipment including VHF multi-channel transceivers; VOR/ILS airborne sets; and inexpensive, lightweight, low-drain ADF. Exhibitors may arrange for demonstration flights of their aircraft at a nearby London airport. **London Trade Center. June 14-24.**

exist in many countries

Specialized machine tool accessories and precision gauging equipment. JAPAN. The most sophisticated and advanced U.S. machine tool accessories and precision gauging devices will be featured in this unique exhibition. The sales outlook for these items is particularly bright. **Tokyo Trade Center. June 14-24.**

Hotel, restaurant, catering equipment and automotive maintenance equipment. ISRAEL. The emphasis on attracting tourists by the Israeli Government will afford American manufacturers of this equipment an opportunity to sell in this market. A total of 5,500 hotel rooms are planned within the next five-year period. Of the $100,000,000 investment in this area, one-third will be underwritten by the Government. The increase in automobiles, buses, trucks and other vehicles will require upgrading of the automotive service and maintenance equipment necessary to keep these vehicles in operation. **International Trade Fair, U.S. commercial exposition. Tel Aviv. June 21-July 9.**

Business machines and office equipment. THAILAND. The continuing trend of new and modernized business establishments, factories and improved educational standards has contributed to a growing demand by Thai companies, schools, institutions and governmental departments for a broad range of these products. **Bangkok Trade Center. June 29-July 12.**

Specialized machine tools, packaging machinery, and industrial instrumentation. MEXICO. A $1.3 billion industrial development program signals a promising opportunity for U.S. manufacturers to expand sales in neighboring Mexico. **U.S. solo exhibition. Mexico City. Aug. 1-13.**

Oceanographic equipment. WESTERN EUROPE. European government agencies and scientific institutes are expanding their programs to increase knowledge of the sea and the ocean floor. Overseas business firms are looking with more interest at the sea's commercial possibilities. American companies with advanced hardware and services within the various oceanographic fields will benefit directly through the first U.S. commercial exhibition in this field. **Frankfurt Trade Center. Aug. 31-Sept. 7.**

Nuclear materials, equipment, instrumentation and services. SWITZERLAND. American manufacturers in the nuclear field have the opportunity to exhibit their products before an international audience of key representatives of industry and science. Product categories include power and research reactors and components, fuels, control instrumentation, laboratory research equipment and instrumentation, supply and applications of radioisotopes, particle accelerators and accessories, health physics, labeled chemicals and special supplies, civil engineering and design, uranium prospecting and mining and treatment of radioactive waste. A major six-day technical meeting is held in conjunction with this event. **U.S. commercial exhibition, International Nuclear Industries Fair (NUCLEX 66),** Basel. **Sept. 8-14.**

Equipment and accessories for the pulp and paper industry. SCANDINAVIA. Northern Europe represents a major market for U.S.-produced pulp and paper-making equipment and processing supplies. Forest product industries in the Nordic area continually are re-assessing their plant equipment requirements. Producers are anxious to secure machinery, instruments and accessories derived from recent U.S. research and development, as well as high-quality items with proven performance ratings. **Stockholm Trade Center. Sept. 13-21.**

Laboratory apparatus, analytical and test instrumentation. ITALY. In the next five years, Italian Government and private research institutions will triple their expenditures for scientific research. To help American suppliers increase their 17% share ($3.4 million) of the rapidly expanding market for scientific and laboratory instruments in Italy, the U.S. will stage an exhibit featuring physical properties testing machines, non-destructive testing machines, instruments for physical and chemical analysis, electric and electronic measuring and checking devices, transducers and related apparatus, high quality standard laboratory appliances, and educational aids for secondary school laboratories. **Milan Trade Center. Sept. 16-22.**

Chemical processing equipment. ITALY. Expanding chemical industries need durable, high-capacity equipment for extreme operating conditions. Exhibit coincides with International Chemistry Review Conference and Sixth Chemical Equipment Exhibition (MAC-66) in Milan. **Milan Trade Center. Oct. 8-16.**

Environmental testing equipment. GERMANY. Research, development and quality control programs conducted by German manufacturers, commercial and scientific institutes and government agencies are being expanded. Market prospects reportedly are excellent for simulation equipment and testing instruments of all types. This is the first U.S. commercial exhibition in this field. **Frankfurt Trade Center. Oct. 11-18.**

Consumer goods machinery, food processing and packaging equipment, animal and poultry supplies. IRELAND, PORTUGAL. U.S. trade mission. Business proposals should be submitted by Sept. 1. Mission is scheduled for **Oct. 15-Nov. 12.**

Light industrial machinery. HONG KONG. A rapidly expanding industrial base facing rising labor costs has created a large potential market for U.S. manufacturers. Featured product lines will include welding and soldering equipment, power hand tools, stamping and forming machines, industrial sewing machines, plastic extruders, electroplating and spray painting equipment and equipment for bagging, sealing and blister packing. **U.S. solo exhibition, Hong Kong. Oct. 31-Nov. 11.**

Metal-cutting, metal-forming tools, machinery, and automotive service, repair and maintenance equipment. VENEZUELA. A massive economic development plan calling for a total investment of $1.7 billion during 1965-68 is opening numerous and varied export sales opportunities for suppliers of industrial equipment in Venezuela. **U.S. solo exhibition, Caracas. Nov. 22-Dec. 2.**

Swiss import surge slows

Government curbing growth rate, but nation remains a top market for U.S. goods

By MALCOLM LAWRENCE
Commercial Attache, U.S. Embassy, Bern

Switzerland is a highly industrialized and sophisticated nation relying heavily on foreign trade. Total imports in 1965 were valued at $3.7 billion and represented one-fourth of Switzerland's gross national product.

Imports amounted to more than $600 on a per capita basis, compared with about $300 for the United Kingdom and $100 for the United States. The broad category distribution of Swiss imports was 60% for manufactured items, 25% for raw materials, and 15% for food products. Exports in recent years have covered three-fourths of the import charge.

From 1959 through 1964, Switzerland's gross national products at market prices rose at an average annual rate of 10%, as the economy underwent a period of unchecked expansion fed by sharply rising imports, an inflow of capital, and a sizeable influx of foreign workers. The average rate of growth in real terms was 5.8% per year.

The Swiss Government measures affecting capital and credit, construction, and foreign workers, which were introduced in 1964 to check excessive growth and inflationary tendencies, have had a dampening effect on economic activity in general. The value of imports rose by only 2.5% in 1965, compared with an average annual increase of 13% between 1959 and 1964.

The controls are not designed to cut off further growth, but to contain the rate of expansion and encourage a more rational use of productive resources. Gross national product in real terms rose by 4.3% in 1965 and should continue to expand over the next several years, but perhaps at a somewhat lower rate.

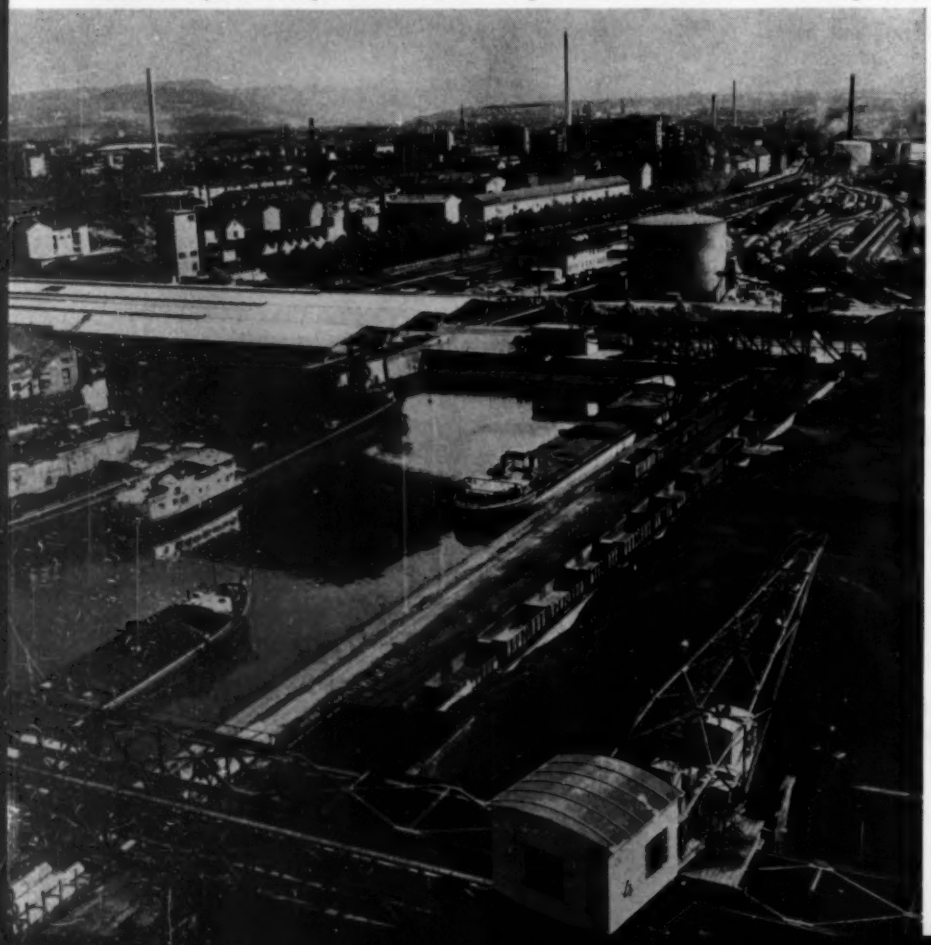
Switzerland's imports from the United States were valued at $314.4 million in 1965, which represented 8.5% of total Swiss imports and about 1.3% of total U.S. sales abroad. As in the previous six years, the U.S. was Switzerland's fourth-ranking supplier, behind West Germany, France and Italy. Manufactured products accounted for two-thirds of U.S. sales, while raw materials and food products represented about 25% and 10%, respectively.

The role of U.S. exports to Switzerland has undergone a significant change since World War II. During the immediate postwar years the United States was Switzerland's most important supplier, providing abnormally high percentages ranging from 16% to 21% of the total value of Swiss imports.

However, with the recovery and closer integration of the European economies and the return of Germany as the main supplier, the pattern of Switzerland's imports reveals an almost uninterrupted trend toward increasing reliance on European countries, which as a group augmented their share of the Swiss import market from 55% in 1948 to 81% in 1963; their share, however, remained at 81% in both 1964 and 1965.

Despite its diminished role, the United States still provides many of the items basic to Switzerland's growing consumption needs and expanding industrial base, and is likely to do so for the foreseeable future.

IMPORTS FLOW into landlocked Switzerland over the Rhine River through the northern gateway city of Basel. Per capita Swiss imports are six times as large as those of the U.S., but are being curbed.



Prime supplier

The U.S. is Switzerland's primary source for such items as tobacco, silver, borates, hydrocarbons, alcohols, photographic films, synthetic rubber, rough precious stones, construction equipment, punch card machines, parts and accessories for business machines, and electronic tubes.

It is also an important supplier of cotton, coal, chemical raw materials and products, copper, civil aircraft and parts, photographic equipment, automobiles and parts, pneumatic machine tools, electronic testing and measuring equipment,

and various types of specialized machinery and equipment. As Swiss demand for these items increases so will U.S. sales, assuming no appreciable adverse change in our competitive position.

The extent to which U.S. exports can increase will depend in large part on the rate at which Swiss industry is permitted to expand. Government measures to combat economic overheating have limited the opportunities for Swiss manufacturers to increase output through an expansion of new plant capacity or hiring of additional foreign workers. The drop in the rate of Swiss imports of 1965 was accompanied by virtual stagnation in the rate of private investment.

Under present conditions, a growth in industrial output will be geared primarily to a rise in productivity through increased automation and a greater rationalization of productive processes. Thus, U.S. sales opportunities are greatest in the area of industrial labor-saving equipment and technology.

The Department of Commerce is considering a U.S. industry productivity trade mission for Switzerland next year. A definite market exists for the introduction of U.S. production-flow methods and related equipment tailored in scope to Swiss plant facilities which in general are smaller than their American counterparts.

Two growth areas in the Swiss market worthy of special mention are industrial electronics and nuclear equipment. U.S. manufacturers gained first-hand knowledge of the rapidly developing market in Switzerland for a wide range of industrial electronic machinery and components at the Second International Exhibition of Industrial Electronics (INEL) held in September of last year at Basel.

Coming back again

The Department of Commerce is organizing a similar group participation by U.S. industry in the Nuclear Energy Exhibit (NUCLEX), also at Basel, scheduled for September 8-14. Limited water resources and resistance to conventional thermal power plants have produced a strong interest in the development of nuclear power plants. Five or six new plants of 250-350 megawatts each are envisaged during the next decade.

In view of its leadership in this field, U.S. industry stands an excellent chance of supplying not only the required atomic reactors, but a wide range of components. The contract for the first reactor has, in fact, been awarded to Westinghouse.

While the overall value for U.S. sales to Switzerland in 1965 remained virtually unchanged, increases were registered, among other items, for tobacco, caprolactum, graphic arts materials, copper, electrical measuring, checking, analysing and automatic controling equipment, radiotelegraphic and radiotelephonic transmission and reception equipment, electrical circuit apparatus, internal combustion piston engines, electronic tubes, apparatus and equipment for photographic and cinematographic laboratories, electronic parts and accessories, specialized machinery and mechanical appliances, articles of gold jewelry and parts, and aircraft.

During 1965, Swiss importers, distributors and manufacturers registered interest in a wide variety of U.S. products. Most of these were submitted to and published in INTERNATIONAL COMMERCE as individual trade opportunities. The items in question are summarized below as a general indicator of Swiss market interest:

Food products: dried and canned fruits and vegetables; spices, food specialities, preserves and sauces; fresh peppers, strawberries, lemons and grapefruit.

Chemical, plastic and pharmaceutical products: cleaning preparations, spot removers, lint pick-ups, detergents; plastic curtains and other plastic products for household use; polyamide resins; semi-finished products based on synthetic resins; industrial chemicals for paint, lacquer, paper, pharmaceutical and soap industries; industrial rubber products; teflon rods, tubes and sheets; automobile cleaning products; toilet preparations, cosmetics and perfumes; plastic packaging materials and tapes; chemical raw materials for detergents.

Textiles and clothing: western-style clothing and boots; men's sport shirts and hosiery, lingerie and haberdashery; women's blouses; leather for shoes and cut stock; hides and skins; protective clothing; textile materials for awnings and sunscreens; blankets, sheets and pillow cases.

Hardware, housewares, appliances: food mixers, blenders and other electrical kitchen appliances for catering; cutlery and tableware for hotels and hospitals; carbon wire rod for manufacture of wire rope and strings; pneumatic tools; electrical outlets, wire, conduits and fixtures; gas heaters and fixtures; plumbing fixture fittings; metal partitions, shelving, lockers, office and store fixtures; and household appliances and kitchen articles.

Machinery and equipment: machine tools; construction machinery; machinery, apparatus and equipment for the chemical, pharmaceutical and foodstuff industries, metal-working machinery, metal and tin plate cutting and forming types; photocopying equipment and other office equipment; electronic controls equipment; textile machinery; small electric motors; gas meters, controls and appliances; agricultural machinery; X-ray equipment; precision measuring and regulating equipment; packaging machinery; motion picture equipment; thermal and electrical measuring instruments; inert gas generators for hydrogen, ammonia and nitrogen; and driers for air and gas.

Other products: prefabricated houses and other structures; prefabricated swimming pools and accessories; watch straps; precious costume jewelry; stationery and miscellaneous office supplies; and toys and novelties.

Information about new U.S. products and processes is disseminated regularly by the U.S. Foreign Service posts through direct correspondence with Swiss firms and through the Embassy's Commercial Newsletter, which goes out in three languages to all of the leading importers, distributors, trade associations, chambers of commerce, and large manufacturers.

While the Swiss are relatively conservative in tastes and slow to adopt new products, particularly in the consumer goods line, once a product has taken hold, it tends to become an accepted and permanent fixture of the Swiss scene. Price is, of course, an important determinant, but the Swiss attach great importance to quality of workmanship and durability, and in many instances pay considerably more for products "made to last." Because of its rather unique product acceptance standards, Switzerland represents an excellent market for testing. If your product can sell in Switzerland, there is a better than even chance that it will sell elsewhere in Europe.

GOODS COMING FROM THE SOUTH have to use rail lines through the Alps. Trains on this Gotthard route make the Milan to Zurich trip in four hours.

Is Peru now on high road?

Cotton, sugar, fishmeal are rough spots, but overall outlook is excellent

The domestic economy of Peru is flourishing, with general business activity good to excellent and imports at record levels. An exuberant business community expects the good times to last.

However, export earnings registered little growth in the fourth quarter of 1965, due to depressed cotton and sugar prices and a drop in fishmeal production.

Peru's gross national product increased between 5 and 6% for the year, slightly below the 1964 growth rate. The cost-of-living index jumped 16% and the Government announced its intention to cut back on the 1966 budget in order to reduce its deficit financing.

Business conditions were very good throughout the year and are expected to remain so in 1966. There is marked confidence, enthusiasm and vigor in the business community, all of which foreshadow a continuation of the business expansion. However, there is some concern over the threat of inflation, the future of the fishmeal industry, and the outlook for the world prices of Peru's leading agricultural exports.

The labor scene remains relatively quiet, with the number and length of strikes below the 1963-64 level, and there were no major work stoppages during the fourth quarter. Despite the 16% advance in the cost of living, wage settlements negotiated in late 1965 provided for further wage increases ranging from 9 to 12% per year.

Cement sales jump

Portland cement sales were up 23% above fourth quarter 1964, and sales for the whole year were up 29%. The Government was forced to authorize imports of 10,000 tons.

Electricity consumption in Lima was up 11% above fourth quarter 1964, and 9% for the year. Motor gasoline sales were also up 9% for the year, while registered installment sales in the Lima-Callao area jumped 30% to $19.1 million. Fourth quarter sales in the provinces were an even more robust 56% above 1964, at $10.3 million.

Just about all available indicators thus show that business was good, and support expectations of another excellent year. The construction industry was booming, a number of new industrial installations were completed, and many others were in the planning stage, including plants to make baby food, air compressors, electric transformers, machine tools, diesel and gasoline engines, metal tubing, and food mixers and blenders.

Arequipa, Peru's second city, made considerable progress with its industrial park during 1965. Contracts were awarded for a cement plant and a garlic dehydration plant, and 20 additional plant proposals were approved for location in the area.

The most remarkable feature was the tremendous surge in imports, which totaled $730 million for the year, 25% over 1964. The increase was due chiefly to a rise in the liquidity of the banking system, coupled with a high level of both public and private investment outlays. The growth of deposits in the banking system also reflected a substantial 1964 balance of payments surplus and deficit financing by the National Government.

"WITH TOOLS LIKE THIS we could have whipped Pizarro," muses this descendant of Peru's earliest inhabitants, the Incas. Equipment was part of a U.S. exhibit at a recent Lima trade fair, as U.S. steps up its campaign to broaden trading ties with one of Latin America's most dynamic markets.

U.S. share

The U.S. share of Peru's imports apparently declined slightly during the year, but the value of U.S. sales was up $60 million over 1964. The U.S. share of the Peruvian import market is expected to remain close to 40% in 1966, while rising from 5 to 10% in value. The outlook is bright for sales of U.S. agricultural machinery, road building and construction equipment, industrial machinery, automotive repair and maintenance equipment, food processing machinery, fishing equipment and marine gear, housing material and fixtures, and industrial chemicals, lubricating oils, and greases.

Agricultural sales prospects are also good for wheat, rice, vegetable oils and fats, dairy products, fresh apples and pears, breeding stock and white hog grease.

Peru's exports for 1965 totaled $670 million, an increase of only $2.6 million over 1964. As a result there was a nega-

tive trade balance of $60 million, contrasted with the surplus of $87 million the year before. The principal causes of the export drop were depressed world prices for cotton and sugar, plus at least five months of poor anchovy catches, which serve as the basis for fishmeal exports.

Peru's mining industry was buoyant at year's end. Metal prices had been strong throughout the year and copper prices late in the year showed a strong rise. Preliminary statistics indicate that 1965 output of copper, zinc, gold and iron ore was up slightly, while lead and silver production dipped a bit.

The state-owned Banco Minero has agreed to finance two new privately owned and operated flotation concentrating units at Victor Fajardo and Puno. At Victor Fajardo 50 tons per day capacity will be processed initially, to be increased to 100 tons. The mine contains some 80,000 tons of ore averaging 15% zinc, 10% lead and 10 ounces silver per ton. A 60-ton per day plant will be erected in Puno. Each plant is expected to cost 6 million soles ($223,000).

The French Coal Mission completed its study of the Santa Coal Region and returned to France before year's end. The Mission's report is expected to recommend the construction of a thermoelectric plant in Santa to use the available coal.

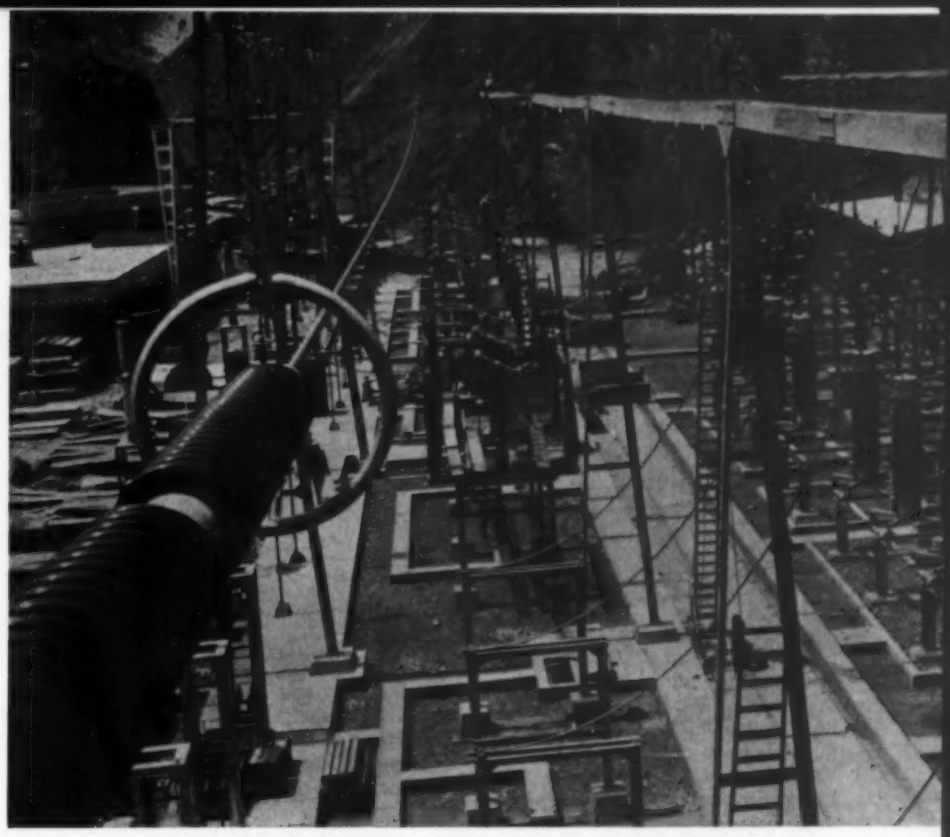
Crude petroleum production by the five companies operating in the coastal zone averaged 1.75 million barrels per month. Production in the "oriental" zone averaged 94,000 barrels per month. Total Peruvian output for the year will be about 23.2 million barrels.

The long controversy between the Government and the International Petroleum Company (IPC) appeared no closer to settlement at year's end. However, renewed discussions got underway early in 1966.

Belco Petroleum, which brought in an offshore platform well, Empresa Petrolera Fiscal, Cabeen Exploration Company and Cerro were all active in exploration and development activities.

Toward the end of the year Mobil Oil was preparing to negotiate with the Government for a contract to cover construction of a natural gas pipeline from its Pisquis, Tahuaya, and Aguaytia fields to Lima.

Production of principal metals is expected to be above the 1965 rate, and increased petroleum exploration should result in a small increase in crude petroleum output. Consumption of petroleum products is expected to increase at a normal rate of about 9%.



PERU'S CAPITAL BEAMS BRIGHTER with light supplied by the Huinco power plant. Electric energy consumption increased 9% in 1965, and most other leading economic indicators jumped at least as much.

An omnibus Merchant Marine Bill was introduced in the Congress by the opposition party. It was quickly approved in the Senate, but before it could pass the Chamber of Deputies, the President promulgated two decrees which called for immediate reservation of 20% of all Peruvian import and export cargo for the Government-owned steamship line and provided for increases of up to 50% as the line's carrying capacity increases.

Potential trouble

The new civil aviation bill provides for quotas on regional air traffic and stipulates that any international air agreements not conforming to its requirements shall be renegotiated. These provisions are potentially troublesome for U.S. carriers operating through Peru, depending upon how rigorously they are implemented.

Consultations on amending Peru's air transport agreement with the United States produced an accord on frequency and capacity of flights, and Peru was given rights to operate to Los Angeles.

The United States Civil Aeronautics Board authorized Eastern Airlines to acquire a one-third interest in LANSA, a Peruvian domestic air carrier. With full-scale participation by Eastern, it looks as though LANSA will provide Peru with another strong domestic carrier.

The rate dispute between the government and the Peruvian Telephone Company (ITT) remained unsettled. Rate increases which the company says it needs to expand its Lima facilities were approved in late November, but rescinded on December 1 until a new basic concession contract is signed. A special Government commission is preparing a draft contract to be negotiated with the company.

Meanwhile, a local group, Empresa Peruana de Telecomunicaciones (EMPERTEL), was seeking Government permission to begin telephone service in Lima-Callao, apparently confident of obtaining financing from foreign equipment suppliers.

The output of most foodstuffs and industrial crops increased in 1965, and there appeared to be increasing Government awareness of the need to emphasize agriculture's role in economic development.

Agricultural imports increased more rapidly than other imports. The portion of imports from the U.S. also increased, and the demand for imports, especially grains, meat, dairy products, and fats and oils, is expected to remain strong in 1966.

The role of Peru's Agrarian Reform

Law in the country's development was debated during 1965. The application of the law without adequate technical support and the "affectation" of efficiently operated sheep haciendas caused concern that the agrarian reform program may be guided by political considerations, with insufficient attention to agricultural production requirements and development needs.

Internal marketing and prices remained largely free of support or regulation, although semi-official industry-government price agreements continued in effect for several basic foodstuffs.

While the outlook is for a continuing upward trend in Peru's coffee production, limitations under the International Coffee Agreement are reducing exports and creating internal surplus and price problems. Peru had an export quota of 550,000 bags in 1965, but an estimated 680,000 bags were available for sale abroad. As a result, stocks rose to about 200,000 bags at the year's end.

A state-owned Brazilian firm submitted the winning bid to supply 70,000 metric tons of rice to the Peruvian Government.

Extra import fee

An additional import fee of 17 cents per pound on poultry meat has forced the price of imported poultry well above local prices, halting imports of this commodity. The fee is in addition to the specific duty of 8½ cents per pound and the ad-valorem duty of 20% already in effect.

Definite plans have been drawn up for the importation of breeding stock to upgrade Peru's dairy industry. Stockmen from the Arequipa area traveled to the U.S. and arranged for the first imports under the program, about 1,200 head of U.S. stock.

Money in circulation increased 1.1 billion soles ($41 million) in 1965, compared with a gain of 1.9 billion ($70.9 million) in 1964. Commercial and development bank loans, on the other hand, increased by a total of 3.2 billion soles ($119.4 million) compared with a 1964 gain of 2.1 billion ($78.3 million). To moderate the effects of this expanded bank credit, reserve requirements against new deposits were raised to 100%.

With the prospect of very tight credit in 1966, Peruvian businessmen will probably expect foreign suppliers and creditors to provide more liberal terms.

The balance of payments showed a surplus of $15 million in 1965, down slightly from the 1964 surplus of $25 million. Considering that imports for the year were up by some $150 million while export earnings were static, it is evident that there was a strong inflow of funds on capital account.

Drought, battles and aid cutoff slowed Pakistan's economic surge

Resumed foreign assistance helps restore business confidence; despite setbacks, nation still set export record during 1965

The impressive picture of rapid and balanced growth that marked Pakistan's economy during the first half of 1965 has been drastically altered.

The postponement of foreign aid commitments in July, followed by a military conflict with India and a lengthy drought have sharply cut production or expected production throughout the economy.

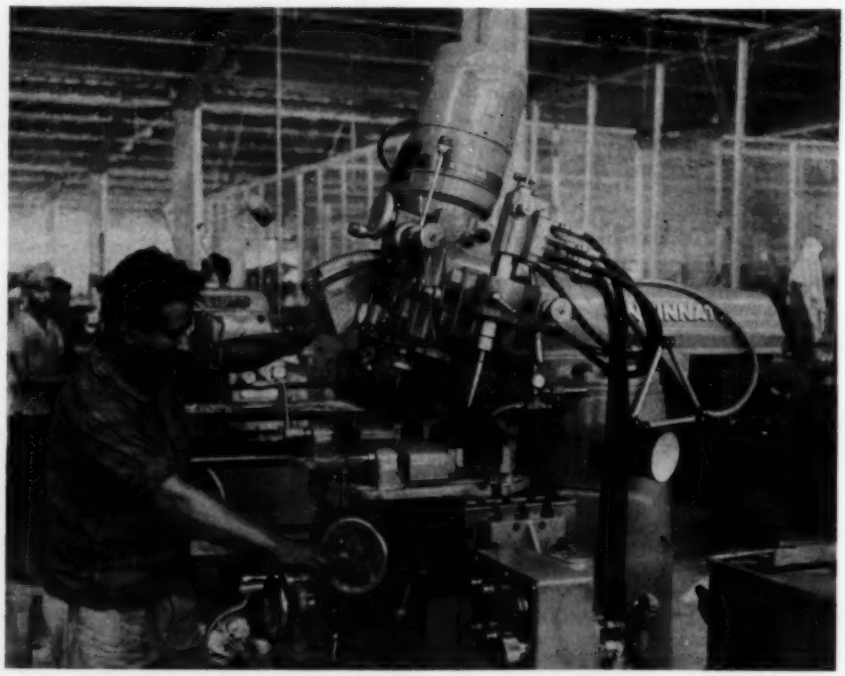
Although the general economic picture may remain cloudy over the next few months, long-range prospects are hopeful and the country expects to achieve the goals of its current Five Year Plan (1965-70). Chief factors in improving the business outlook were the hopes for success of the current negotiation with India and the renewal of foreign assistance activity.

Industrial activity, which had experienced very rapid growth prior to July, has generally drooped since then. Metal and metalworking manufacturers and the construction industry have been most seriously affected because of their dependence on imported raw materials and other commodities, many of which are financed by foreign assistance.

The postponement of aid commitments by the United States and other Western countries in July, the complete disruption of shipping following the Indo-Pakistan fighting in September, and the Pakistan Government's "belt tightening" import restrictions combined to bring about a sharp decrease in industrial raw material imports. By the end of 1965, critical shortages had caused a marked slowdown in industrial production.

Exceptions to rule

There have been two general exceptions to the downturn. Pakistan's two largest industries, jute and cotton manufacturing, fared relatively well during the latter months of 1965, largely because of their reliance on indigenous raw materials. Enterprises directly related to de-



WORLD BANK LOANS HELPED PAY for these imported machines at the Batala Engineering Co.'s plant at Lahore. Pakistan's industrial activity has been severely curtailed by drought and foreign aid cuts.

fense needs also enjoy a favorable position. This category includes manufacturers of oil and rubber products, motor vehicles, tires and tubes, and drugs.

Business activity as a whole slowed considerably as confidence declined under the weight of international events. New capital issues of well-established Pakistani firms remained largely unsubscribed, and there were no significant commitments of private foreign capital during the fourth quarter. Nevertheless, several previously proposed U.S. investments are still under consideration.

Slight pick-up

Activity increased slightly toward the end of the year, as evidenced by a rise in the stock market and an increase in bank deposits and credit. Business confidence appeared to be bolstered by a series of government fiscal measures and improved prospects for peace.

Pakistan's recent advances in agricultural output will probably be cut short by a serious drought, which has plagued West Pakistan in particular. Estimates foresee at least a 30% drop in this year's wheat crop, from last year's record 4.5 million tons. Increased food imports will be needed in 1966.

Despite disruptions throughout the economy, Pakistan's exports reached a record high of over $520 million for calendar year 1965, an increase of 20% over the previous year. This reflects a substantial rise in sales of jute, jute fabrics, cotton, cotton textiles, and sports goods, and indicates that recent attempts to find new markets are beginning to pay off. The expansion halted the prolonged downward trend of foreign exchange reserves which had sunk to $206.8 million on October 22. They were back up to $221 million by December 31, the upward movement continued in January, with reserves reaching $238.7 million.

The emphasis given to the Soviet bloc countries has been a major element in the trade promotion drive. A Pakistani business delegation recently visited several East European countries, and the Government has concluded several barter agreements which will increase overall trade with the bloc and permit Pakistan to export manufactured goods to these countries for the first time.

Imports slump

The increase in exports was accompanied by a marked drop in imports, primarily due to imposition of severe import restrictions, foreign exchange shortages, and the disruption of shipping. Fourth quarter imports fell 35% below the total for the previous quarter.

DROUGHT-FIGHTING IRRIGATION CANALS constitute arid West Pakistan's answer to the ever-present threat of drought, which materialized once again during 1965. These workers are putting the finishing touches on a canal which is part of the world's largest irrigation system, the Indus Basin Scheme.

U.S.-Pakistan trade also suffered. According to Department of Commerce figures, U.S. sales for October-December dropped from $125 million in 1964 to $90 million in 1965. Total U.S. exports for 1965 were valued at $335 million, against $376 million in 1964.

The change in the economic environment also resulted in a cut-back in Pakistan's development program just as the country entered its Third Five Year Plan (July 1965-June 1970).

The National Economic Council reduced development expenditures for fiscal 1966 from the originally projected $937 million to $718 million. Major cuts were in the social sector, while projections for the main development sectors—agriculture, water and power, and industry—remained substantially the same.

Investment spurs

To give direct encouragement to industrial investment, the Government has issued two Industrial Investment Schedules. The first, dealing with large industries, sets an investment target of $740 million. It provides no fixed period for implementation, but the Government hopes that all projects sanctioned under it will be operative by the end of the Third Five Year Plan.

The major features are: swift implementation of a heavy engineering complex, heavy machine tool complex, and a heavy electrical complex; high priority for industries which support the agricultural sector (particularly insecticides, tractors, agricultural implements); emphasis on export-oriented industries; and stress on defense requirements.

The schedule for small scale industries (those with an investment of less than $110,000) has a projected investment target of $55.6 million.

Instant savoir faire #2

Air France has published the second edition of its free booklet, "Appointment in Europe?," which is designed to help world traders cope with the problems of international business etiquette and local customs.

The pocket-size booklet offers suggestions on introductions, forms of address, and how to get around the language barrier. There are also pointers on appointments and punctuality as well as remembrances for helpful secretaries and business entertainment.

"Appointment in Europe?" also offers tips on manner of dress abroad, luncheon business meetings, and answers to many other questions.

Write: Air France offices in all major U.S. cities or Air France, P.O. Box 707, New York, N.Y. 10013.

Bolivia's important mining industry to get $10.1 million in assistance

AID-financed U.S. equipment, technical services to be supplemented by loans from Germany, IDB

The Mining Corporation of Bolivia (COMIBOL) will carry out the third and last phase of rehabilitating the country's vital mining industry through loan assistance equivalent to $10.1 million.

The loans to COMIBOL will come from the Agency for International Development, Germany and the Inter-American Development Bank under a partnership arrangement called "Operation Triangular" formed in 1961.

A $1.1 million AID loan will finance purchase of U.S. equipment and technical services and will be supplemented by a loan in bolivianos equivalent to $1 million to cover local costs. Up to $4 million worth of Food for Peace commodities will be sold under the dollar credit provisions of Title IV, Public Law 480. Funds generated from the sale of food commodities will finance the reduction and re-training of up to 4,800 employees over the next several years.

The Inter-American Development Bank will lend the equivalent of $2.5 million and Germany will lend another $1.5 million, bringing total third phase financing to $10.1 million. The U.S. share, including the food, is the equivalent of $6.1 million.

Projects planned

The loans will finance new geological explorations, metallurgical research, commissary supplies and technical services for training, administration, fiscal and managerial improvement projects.

COMIBOL, Bolivia's largest employer, was established in 1952 as an autonomous agency for administering Bolivia's nationalized mines. Its exports, principally tin, account for almost 50% of Bolivia's foreign exchange earnings.

AID's $1.1 million loan, guaranteed by the Central Bank of Bolivia, will be repaid in dollars by COMIBOL within 13 years, including a three-year grace period. Under an alternate plan, the Government has the choice of receiving COMIBOL's payments in bolivianos and of repaying the obligation to AID in dollars within 40 years, including a 10-year grace period.

The food commodity credit will be repaid in equivalent dollars within 20 years. Payments will begin after a two-year grace period.

The $1 million local currency loan will be repaid in bolivianos and terms of repayment are under negotiation.

Zambia to purchase Lockheed aircraft

Hercules prop jets to be used for carrying copper to ports

Zambian Air Cargoes, Ltd., a subsidiary of Roan Selection Trust, Ltd., will purchase two Lockhead 382B Hercules prop jet aircraft from the Lockheed Aircraft Company.

Total cost of the two planes plus related spare parts and equipment is about $6.8 million. A $4.8 million loan authorized by the Export-Import Bank will be used to help finance the sale. In addition, Lockheed will lend $544,436.

Terms of both loans are identical—repayment in 10 semiannual installments beginning in September. The balance of the purchase price has been paid in cash.

The two aircraft will fly copper produced by Roan Selection Trust and its subsidiaries, Mufulira Copper Mines, Ltd., and Chibuluma Mines, Ltd., from Zambia's copper belt to East African ports. The costs of the operations, including amounts sufficient to enable Zambian Air Cargoes to repay the Eximbank loan and interest, are being met by those companies. Return cargoes will include petroleum products and other items required in Zambia.

The Zambian Government supports this private initiative to develop transport facilities to augment those existing for copper exports and essential imports. One of the aircraft has already been delivered to Zambia and has begun to lift copper to Dar es Salaam, Tanzania. The other is expected to begin operations shortly.

Cooley loan authorized for Taiwan chemical plant

The Taiwan Polymers Corp., Ltd., manufacturer of polyethylene resin, has been granted a "Cooley" loan of the equivalent of $4 million—the largest of its kind authorized for a Far Eastern country.

Proceeds of the loan will be used to construct a plant on Taiwan's southwestern coast. It provides more local currency in a single package than all previous 14 Cooley loans authorized for the Republic of China.

Annual interest on the loan is 9%, with repayment over seven years, following a three-year grace period.

Cooley loans are authorized by an amendment to Public Law 480, under which local currency funds are made available for lending to U.S. firms and their affiliates.

The plant, when completed in two years, will be the first polyethylene installation in Taiwan. Total cost of the project will be approximately $7.7 million, with U.S. dollar costs being met by National Distillers and Chemical Corporation of New York—parent company of Taiwan Polymers.

U.S. subsidiary will invest in Nigerian lumber operation

A wholly-owned subsidiary of the Chase International Investment Corporation, Arcturus Investment and Development, Ltd., Montreal, Canada, is investing $391,500 in Calabar Veneer and Plywood Co., Ltd., of Lagos, Nigeria.

The funds will be used in an integrated forest products operation, including building and operating a sawmill and veneer plant. Chase International is owned by Chase Manhattan Bank.

The Agency for International Development has issued investment guaranties to Arcturus in the amount of $561,240 covering convertibility of local currencies and $475,560 against losses in case of expropriation.

Spain drops import license requirement for 70 products

Government releases latest import liberalization list

Spain has issued its 11th import liberalization list, containing about 70 items which no longer require import licenses. Thirty of these items (all paper products) were listed previously in the February 14 issue of INTERNATIONAL COMMERCE.

The remaining items, which become liberalized except for outboard motors (June 1), are as follows (tariff numbers in parenthesis):

Colloidal precious metals (28.49A); amalgams of precious metals (28.49B); salts and other compounds, inorganic or organic, of precious metals (28.49C); hexamethylenetetramine, its salts and substitution derivatives (ex 29.26C); tanning extracts of chestnut, oak, or sumack (32.01A); and dyes in forms or packing of a kind sold by retail (32.09B);

Soap, other (34.01C); lubricating preparation not containing petroleum or shale oils or containing less than 50% by weight of such oils (34.03A); candles, tapers, nightlights, and the like (34.06); liquid fuels in containers not exceeding 300 cc. (ex 36.08B); composite solvents and thinners for varnishes and similar products (ex 38.18); liquids for hydraulic transmission (38.19D); polyvinylidene chloride (ex 39.02D); vinyl copolymers, including acrylic copolymers (39.02G) suits for protection from radioactivity, not incorporating breathing apparatus (39.07A);

Woven labels, badges, and the like, not embroidered (58.06); felt of jute or other fabrics (59.02C); textile fabrics coated or impregnated with oil (59.09); linoleum (59.10); other textile fabrics coated, theatrical scenery, studio back-clothes (59.12); men's and boys' suits of coated fabric for protection from radioactivity and contamination (61.01E); women's, girls', and infants' suits of coated fabric for protection from radio-active contamination (61.02E); other made up textile articles including patterns (62.05B);

Untoughened glass with more than 18% lead oxide (ex 70.13B1); nails, tacks, staples, studs, spikes (73.31); bolts and nuts threaded or tapped, screws, rivets (73.32); articles used for domestic purposes, sanitary ware and parts, of iron or steel (ex 73.38); copper articles used for domestic purposes, sanitary ware (74.18); articles for domestic use, except coffee pots, of aluminum (ex 73.15);

Chains for machine saws (ex 82.02); copper handtools (ex 83.02); knives for industrial machinery (ex 82.06); coffee-mills, mincers, juice-extractors, and other machines for domestic purposes to prepare food and drinks (82.08); scissors and blades (82.12); other cutlery articles (82.13); handles of base metals (82.15); outboard motors (ex 84.06B2b, ex 84.06B2c, ex 84.06C1); parts for non-automotive vehicles (ex 87.14C); combs of other materials (98.12C).

Singapore names industries eligible for pioneer status

The Government of Singapore has announced that a number of new industries and products are eligible for pioneer status, entitling manufacturers to tax exemption for up to five years.

The new products are hair wigs, self-adhesive tape, mirror-foiled films and sheets, and behoon (a Chinese food paste product). Products being considered for pioneer status are iron pipe fittings, greases and sewing thread of cotton and synthetic yarn.

For a complete listing of pioneer products and industries as well as firms granted pioneer status in Singapore, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Swiss extend credit decree; relax capital import ban

The temporary Credit Decree, under which the Swiss Government has controlled admission of foreign capital, domestic bond issues, and credit since 1964, has been extended to March 16, 1967.

The other temporary anti-inflation measure, the Construction Decree, was allowed to expire March 16 of this year.

During debate in the National Council on extension of the Credit Decree it was announced that there would be a relaxation of the ban on the importation of capital. Beginning April 1, foreign money may be accepted for certain types of loans that would encourage housing: loans of the mortgage institutes, the cantonal banks (which lend money only for construction and mortgages), the central institute of the local banks, and Federal loans for the encouragement of housing construction. In addition, real estate investment funds are to be authorized to sell shares to foreigners of up to 6% of the capitalization of the fund.

Plans for Yugoslav seaport under way

After almost 60 years on the drawing boards, plans for a new seaport to serve central Yugoslavia are now being carried out with a sense of urgency. The town of Ploce (population 5,000), halfway down the Adriatic Coast, is the scene of this activity.

Port officials stress their desire to see three particular varieties of American visitors: salesmen "selling anything a port can use," contractors who might build warehouses, and shipping line representatives.

Ploce handled 750,000 tons of cargo in 1964, but the annual rate of cargo handling is expected to reach 2 million tons by 1968, after completion of "phase I" of the development plan for the port.

After "phase I" is completed, the port will be equipped with 35,000 square feet of warehouse space, a refrigeration plant, a five-story fruit, vegetable, and coffee warehouse and a 34,000 ton grain-silo complex. The widening of the narrow gauge railroad to Sarajevo is also included in this phase of Ploce's development.

A new wharf, scheduled for completion in 1967, will be able to accommodate 60,000 ton vessels.

Financing this project is $9.8 million in credits from the Yugoslav Investment Bank and the Economic Bank of Croatia, as well as a U.S. PL-480 dinar loan worth $2.88 million. American and World Bank credits have also gone into rail and highway improvements between Ploce and Sarajevo.

Yugoslavia's major port, Rijeka, handled about 6 million tons in 1964.

Greece extends duty-free entry of animal foodstuffs

The Greek Government has authorized extension until Dec. 31, of the duty-free importation of fishmeal, meatmeal, soybean flour, special feedstuff preparations suitable for livestock and poultry.

The preparations include vitamins, antibiotics, spare elements, aminoacids, inorganic salts, cod liver oil, tonic preparations for reinforcing animal and poultry feedstuffs, and various patent medicines mixed with soybean flour, corn flour, bran or similar meal.

Clarification issued on contract terms under Italian law

An exporter to Italy was previously reported in INTERNATIONAL COMMERCE to have no recourse under Italian law to the protection or enforcement of conditions of sale which have not been accepted in writing by the Italian trading partner.

Information received from the American Embassy, Rome, indicates that the application of Article 1341 of the Italian Civil Code is not in itself as broad-sweeping as previously reported.

Code provision

Article 1341 of the Italian Civil Code is as follows:

"General Conditions of Sale. General conditions included in a contract by one of the parties are valid with respect to the other party if known by the latter at the time when the contract was entered into or if the latter might have known thereof by using ordinary diligence.

"In any case, these conditions do not produce effects unless specifically approved in writing if they establish in favor of the party who has drawn them up the possibility of limiting liability, the power to withdraw from the contract or to suspend the executive thereof; or if they are intended to limit his power of the other party to raise defenses or to restrict his freedom of contract with respect to third parties; or if they provide for tacit extension or renewal of the contract, for settlements through arbitration or for derogations from the jurisdiction of the judicial authorities."

Contracts of sale entered into in Italy are regulated not only by the Civil Code, but also by interpretive judgments rendered by Italian courts and by "usage" as recorded by authorized Italian entities.

Unless otherwise agreed upon, a contract of sale between a foreign seller and an Italian buyer, which is entered into outside of Italy, is regulated by the law of the country in which the contract was entered into, rather than by the Italian Civil Code.

Spain releases lists of priority industries

Spain recently released the annual list of industries to be granted priority credit in the event that private financing is unavailable. The credits cannot be used to finance purchases abroad.

The industries granted priority in 1966 are: publishing, food preservation (fruits, vegetables, meat, fish, fruit juices, and industrial cold storage facilities), leather tanning and shoes, iron and steel, coal mining, wool and cotton textiles, purchase of domestic agricultural and construction machinery, cement factories, paper and cardboard factories, lead and zinc mining and metallurgy, pyrite and iron mining, cattle, flour, lactic products.

Iron mining, cattle, flour and lactic products industries and the purchase of agricultural machinery are newly added to the list; textile and agricultural machinery, machine tools and wood furniture were dropped from the 1965 list.

Colombia continues free list expansion

Colombia has added items in 32 tariff positions to the "free list," goods for which no prior import license is required when importation is made at the intermediate rate of exchange.

Items of particular interest to U.S. exporters include active agents for pesticides, medical and laboratory equipment, crude fish oil, chasis for trucks less than five tons, X-ray film, some chemicals, automobiles, paraffin, polyethylene, and paper pulp.

Except for the last four items, these may also be imported at the preferential rate of exchange upon issuance of an import license. It is believed that close to 50% of imports, by value, are now on the "free" list.

El Salvador to build, improve road network

El Salvador plans construction or improvement of 92 miles of roads serving a rural population of about 90,000 people.

A $1.2 million Agency for International Development credit to the Government of El Salvador will help to finance construction of six entirely new farm-to-market roads to serve areas now accessible only to ox-carts, horses and four-wheel drive vehicles. Six existing rural roads will be improved and extended.

Twelve projects, serving an area of 178,000 acres, will be linked to major traffic arteries and population centers.

The construction and maintenance work will be supervised by El Salvador's Ministry of Public Works. El Salvador will repay the AID loan in dollars within 40 years, including a 10-year grace period.

Switzerland orders cutback in foreign labor force

Switzerland's Federal Council has published regulations providing for an additional 5% reduction in the foreign labor quotas for firms employing 10 or more foreigners.

Unlike last year's 5% reduction, which was implemented at one time, the new reduction will be in two stages. Firms will be required to lower their foreign labor complements 3% by the end of July 1966, and another 2% by the end of January 1967. By Feb. 1, 1967, the quotas will be 10% lower than on March 1, 1965. The special quota for seasonal construction workers, will be decreased to 140,000, a 3.4% reduction.

Important liberalizations have been introduced in the new measure. Workers who live in a neighboring country and commute to work in Switzerland will no longer be considered part of the foreign labor force. In addition, seasonal workers in hotels, restaurants, and other establishments serving tourism will be exempt from the reduction requirement.

Firms will now be permitted to increase their work forces by 4%, provided the increase is made up of Swiss workers, foreigners having permanent resident status, or border-crossers.

Ecuador modifies stamp tax, restores some duties

Ecuador has modified a recent decree intended to reduce its budget deficit.

A new decree of March 10 eliminated the 5% stamp tax on List I (essential) imports, maintained the tax of 7.5% for List II (semi-essential) imports, and increased the tax to 12% for List II (non-essential) items.

In addition, provisions of the former decree which eliminated certain import tax exonerations were rescinded. (See INTERNATIONAL COMMERCE, March 14, 1966, p. 24).

SCIENTIFIC INSTRUMENTS

A Melbourne manufacturer and importer of aeronautical, communication and scientific equipment seeks an arrangement to make these instruments under a U.S. license. The firm is also interested in importing from U.S. companies scientific instruments not available from existing suppliers.

Write: National Instrument Co., Pty., Ltd., Melbourne Airport, Essendon North, W.6., Victoria, Australia. WTD.

Chicken processing plant wanted by Jordanian importer

Seeks technical help, refrigeration equipment, know-how from U.S.

A principal importer of chickens and manufacturer of poultry feeds in Jordan proposes a joint venture with an experienced U.S. poultry firm to establish a facility for the slaughtering, grading, packing and marketing of chickens with an initial volume estimated at three to four million broilers a year.

Reportedly, the producer has the necessary capital to finance the venture and seeks technical assistance, modern refrigeration equipment, and market know-how from a U.S. investor, who will be offered up to a 49% interest in the proposed enterprise.

According to reports, the Jordanian firm currently produces half of the poultry feed for the country and imports one-half of the three million chickens brought in annually from abroad. In addition, through its extensive marketing organization, it sells approximately one-half of the five million broilers consumed in Jordan each year. With chicken raising and consumption growing from three million in 1960 to five million last year and estimated to approach 10 million by 1970, market research indicates favorable prospects for a steadily increasing Jordanian consumption.

In addition, the Amman firm also believes the neighboring countries of Kuwait, Saudi Arabia and Iraq offer a potential export market for broilers. It claims to be currently exporting 20% of its poultry feed production to these areas.

Write: A. H. Hammudeh, Provimi Feed Co., P.O. Box 499, Amman, Jordan. WTD.

TELEVISION ANTENNAS

A Hong Kong firm seeks license to manufacture aluminum television antennas.

Write: The Hong Kong Chiap Hua Mfy. Co., (1947) Ltd., 902 Fung House, 19-20 Connaught Rd. Central, Hong Kong. WTD.

Investment Assistance

Firms responding to investment opportunities listed in this section may wish to inform the Bureau of International Commerce of their action in order that follow-up assistance can be extended where appropriate. Notification can be by postcard or simply a carbon of the letter addressed to the foreign firm. This will insure receipt of additional information as it becomes available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by writing BIC-8620, Department of Commerce, Washington, D.C. 20230.

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce, (BIC-8120) Rm. 6059B, Department of Commerce, Washington, D.C. 20230.

Special assistance is available to firms wishing to further their own joint venture and licensing interests abroad by calling Area Code 202, WO 7-4065 or by writing BIC-8630, Rm. 1520, Department of Commerce, Washington, D.C. 20230.

HEATING EQUIPMENT

A manufacturer of heating equipment seeks a licensing arrangement with a U.S. firm to produce tubular heat exchangers and also to represent the U.S. licensor as a sales agency.

The firm believes an agreement can be reached with a potential U.S. licensor, based on commercial and capability considerations, on which products would be imported from the U.S. for distribution by the Australian firm and which would be produced under license.

The company designs, produces and sells to hospitals and institutions instant and storage water heaters. The firm states it wants to broaden operations to include supplying of heating equipment to industrial plants.

Write: Dietsch-Tattershall & Co., Pty., Ltd., 4 Marigold St., Revesby, N.S.W., Australia. WTD.

Australians request licenses from U.S.

Three Australian firms seek licenses to manufacture U.S. products. Brief desciptions of these proposals are presented below. For further details concerning one or more of these ventures U.S. businessmen should write directly to the New South Wales Center, Suite 1306, 680 Fifth Ave., New York, N.Y. 10019.

One firm producing a wide range of electrical equipment and employing approximately 1,300 people seeks license to make audio-visual luminous call systems, suitable for hospital use.

A manufacturer of tandem axle bogies seeks license to produce through-drive differential for tandem drives. This firm has developed a range of trailing axle assemblies for which patents are pending and wishes to supplement its product range. The unit require would be preferably single speed, 18,0000 pounds capacity and might need to be imported initially until market requirements would necessitate Australian manufacture.

A license to manufacture extrusion presses and similar equipment sought by company now producing power presses, guillotines, brick plant equipment and dry press brick making machines.

Turkish mining study available to U.S. firms

A new report summarizing 10 investment opportunities in the Turkish mineral industry is available to U.S. mining firms considering investment in Turkey, especially in the form of joint ventures.

The report was completed by the U.S. Minerals Attache at the American Embassy in Ankara. Minerals discussed include tungsten, antimony, mercury, zinc carbonate, lead, silver and copper.

A detailed description of each opportunity is preceded by location type of ore resources, name of owner and the foreign investment requirement.

To obtain without charge a copy of the U.S. Mineral Attache's "Summary of Turkish Mineral Opportunities Report," **write:** Bureau of International Commerce, Office of International Investment, 8620 Department of Commerce, Washington, D.C. 20230.

Taiwan sanitary ware firm wants license or venture

A Taiwan manufacturer and exporter of sanitary ware seeks a joint venture or licensing arrangement with a U.S. company to expand production and establish a new plant to produce cast iron enameled bathtubs.

A $500,000 investment is contemplated with the U.S. partner to supply technical and financial assistance equivalent to $250,000.

According to the firm, cast iron bathtubs are not now being manufactured in Taiwan and existing regulations prohibit importing such articles. Demand for this type of bathtub is strong as a population increase plus an improved standard of living has resulted in a substantial building program with the local firm estimating that 50,000 new homes per year are being built.

The company also reports that its present production capacity of lavatories, closets and urinal stalls totaling 15,000 pieces a month fails to meet the demand of both the domestic and foreign markets. Company employees total 150 and sales for 1965 are reported at approximately $235,000.

According to the company, the demand for cast iron enameled bathtubs in the domestic market is estimated at 1500 pieces per month with Southeast Asia furnishing an opportunity to export.

Write: Ho Cheng Pottery Mfg. Co., Ltd., 29-2 Chung Hwa Rd., Taipei, Taiwan.★ WTD.

English producer offers emergency lighting license

An English manufacturer offers a license for the U.S. production of an emergency lighting system made up of individual units.

Each unit in the system has its own storage battery, charging and control equipment. The firm claims the units will remain operative for at least three hours during an emergency.

Although other unit systems are available in Great Britain, the firm reports its products are the only ones acceptable to the British Home Office or to local authorities.

There are two basic types of units, one of which is an indicator unit that provides constant illumination of the location of exists, emergency units and stairs.

The units' charging and charge-balancing circuit has been designed to maintain the battery in a maximum charged condition.

For additional information and the name and address of the manufacturer, **write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to File 1379.

Honduran producer asks shoe venture

A Honduran firm producing tennis shoes, men's, women's and children's shoes, rubber boots and synthetic rubber soles seeks a joint venture with a U.S. company.

The firm began operations in October 1965 with $150,000 paid up capital and reports that an additional $100,000 will soon be raised from local sources. It seeks $200,000 from a U.S. collaborator to purchase additional machinery and raw materials.

According to the firm, 98% of its present production is sold in Honduras and 2% in Central America. It claims production could be doubled and easily sold within the Central American Common Market countries. Volume of sales for the first year is estimated to reach $300,000 with $500,000 possible after planned expansion.

The firm is reported to have obtained a concession from the Government allowing duty-free imports of raw materials and machinery for 10 years and exemption from income taxes for five years.

Write: Industria Centroamericana de Productos Sinteticos S.R.L., Apartado Postal No. 244, San Pedro Sula, Honduras. Cable: ICAPS, San Pedro Sula. WTD.

BOLTS, NUTS, RIVETS

French firm manufacturing solid aircraft rivets, nuts, bolts and other metal products seeks license or joint venture with U.S. firm in order to expand and diversify its production.

The firm, established in 1920, owns and operates a plant in southwest France near Toulouse where it employs 140 workers.

Write: "Ateliers de la Haute-Garonne" (Ets. Auriol & Cie.), 31-Flourens, Haute-Garonne, France. WTD.

Licenses sought by British firms

Three British companies with broad experience in equipment manufacturing seek licenses from U.S. firms to produce in England a wide range of products, including concrete mixers, laboratory ovens, forklifts and highly technical equipment for nuclear research.

A manufacturer and distributor of heating, lighting and ventilating equipment seeks a license to make products folded, spun and pressed from sheet metal. The firm wants to produce electrical-mechanical switch gear, thermostatic controls, ventilating equipment for industrial purposes and laboratory ovens.

The company states it maintains facilities for sheet metal work, steel fabrication and related processes.

Write: Hill Porter, Ltd., Hedgefield House, Blaydon-on-Tyne, County-Durham, England. WTD.

An engineering firm with an extensive background in the production of lifting gears and boilers and steel fabrication seeks a license to manufacture contractors equipment, agricultural machinery and such equipment for industry as conveyors and forklifts. The company is specifically interested in making concrete mixers, trench diggers and mechanical hoes. Established in 1865, the London firm currently employs 300 workers.

Write: W. & E. Moore, Ltd., Poplar Testing Works, 13-31 Poplar High St., London E. 14, England. WTD.

The radiation and nuclear engineering division of a British firm seeks a licensing arrangement to manufacture equipment in this field utilizing its existing facilities. The company currently produces linear accelerators for nuclear physics research radiobiological research and industrial radiography research.

Write: Vickers Limited Engineering Group, P.O. box 177, Vickers House, Millbank Tower, Millbank, London, S.W.1, England. WTD.

EQUIPMENT

A British manufacturer and distributor of materials handling and storage equipment, seeks a licensing arrangement with a U.S. firm to produce fully patented materials handling and storage equipment. The firm is a subsidiary of a company with five plants in England and seven others throughout the world.

Write: Acrow, (Automation), Ltd., 8 S. Wharf, London, W.2., England. WTD.

Australia invites tender registration for power station cooling water dam

The Electricity Commission of New South Wales is inviting interested firms' registrations in order to submit tenders on construction of the cooling water dam for the Liddell Power Station. This station is about 150 miles due north of Sydney in the Northern Coalfields area.

Construction work will include the main dam and a secondary dam, or saddle wall, a concrete spillway and a diversion tunnel.

April 22 is the deadline to submit applications for registration, by letter. The applications should contain a brief summary of the firm's technical and financial resources and should detail previous achievements in this field. The Commission will invite tenders about May 9 and will forward free copies of the specifications. June 27 is expected to be the closing deadline to tender.

No estimates are available regarding the probable expenditure on this project. Preliminary information on this contract includes the following:

The main dam will be approximately 140 feet high with a crest length of some 4,200 feet; the saddle wall is to be approximately 30 feet high with a crest length of some 1,560 feet; the two dams will be of earthfill construction and it is expected that they will contain a total of 3 million cubic yards of earthfill, 440,000 cubic yards of filter material and 160,000 cubic yards of rip rap. The dams are to store approximately 130,000 acre-feet of cooling water for the power station;

The spillway is to be 870 feet long, 85 feet wide at the top and tapering to 23 feet wide at the chute, and will contain a total of about 3,500 cubic yards of reinforced concrete;

The diversion tunnel will be 800 feet long, of a horseshoe shaped section, 9 feet wide by 9 feet high. The Commission anticipates that this will be supported for part of its length and concrete lined to an internal diameter of 7 feet. The outlet works will consist of a reinforced concrete tower, a 36 inch diameter steel pipe, about 500 feet long controlled by regulating and discharge valves, and a reinforced concrete discharge building.

One copy of the "Preliminary Information on Specification No. 1698—Liddell Power Station Main Cooling Water Dam" is available for review only, not for loan, in Room 4014, Building Materials and Construction Industries Division, U.S. Department of Commerce, Washington, D.C.

Enamel paint and varnish remover sought by NATO

A tender for enamel paint, rust preventative and varnish remover has been issued by the Headquarters Command, Office of the Purchasing and Contracting Office, Allied Land Forces Southeastern Europe, Izmir, Turkey.

Bid deadline is May 2.

The bidding schedule calls for the following quantities for use on woodwork and walls: 300 U.S. gallons Snow White; 200 gallons Reef Green; 200 gallons Platinum Gray; 50 gallons Navy Blue; 200 gallons Ivory; 50 gallons Azure Blue; 50 gallons Light Blue; 50 gallons Black; 100 gallons Yellow; 50 gallons Red, and 100 and 200 gallons for Traffic Yellow and Navy Gray, respectively, for use on concrete.

Also wanted are 20 gallons of damp proof, rust preventative paint, red primer and 5 gallons of paint and varnish remover.

U.S. firms may obtain a copy of the specifications and bidding instructions from the Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230, Attn: R. Parker.

Ecuador to install two service stations and an automotive repair center

The Chauffeur's Union of the Province of Pichincha (Sindicato de Choferes del Pichincha) plans to install two cooperative service stations and an automotive repair center in Quito, and will require all types of service station equipment, automotive repair equipment and tools, as well as a source of supply for a wide variety of automotive parts. Since the union's membership is largely composed of the owner-drivers of Quito's taxi and rental truck fleets, it is anticipated that the service stations and repair center will enjoy considerable use and volume of turnover of parts.

U.S. suppliers should **write** directly to: Mr. Jose Bermudez, Program Director, American Institute for Free Labor Development, Avenida 10 de Agosto 1782, Quito, Ecuador.

NATO issues tender for various office supplies

A tender for various office supplies has been announced by the Headquarters Command, Office of the Purchasing and Contracting Office, Allied Land Forces Southeastern Europe (Izmir, Turkey). Called for are: 15 steel, grey finish, bright steel trim typist desks, 30½" high, with a 60" x 34" top; 18 double pedestal executive desks; 17 single, right pedestal desks; 78 chairs in five different styles; four tables with folding legs, 10 filing cabinets and one storage cabinet.

Bid deadline is April 18.

A copy of the invitation for bids, terms and conditions is available from the Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230. Attn: R. Parker.

U.N. needs various foods

The United Nations, New York City, has issued an invitation, No. UNEF-66-3, with a deadline of April 12, for the supply of meat, fish, dairy products, canned foods, rice, and so forth for the United Nations emergency force, Gaza, United Arab Republic.

A copy of the invitation is available to firms located in the U.S. from Adolfe E. Negewisch, Rm. 2149-D, United Nations, New York, New York. Telephone: 212 Plaza 4-1234, Ext. 668.

Iraqi university to set up engineering laboratory; needs wide range of goods

The University of Basra, Iraq, requests estimates and offers on a wide range of equipment for the establishment of a Mechanical Engineering Laboratory. Equipment will be needed for teaching purposes, for the metallurgical laboratory, for the mechanical department, and for workshops. Purchases will not necessarily be made all at the same time or from the same supplier.

The list for teaching purposes includes items such as petrol engines, diesel engines, air compressors, pyrometers, thermometers, tachometers, cinema projectors.

Metallurgical laboratory requirements include cutting, grinding, polishing machines; a metallograph; metallurgical and stereoscopic microscopes; photographic equipment; hardness testers, sheet metal testing machines; an ultrasonic reflectoscope; high temperature, gas carburizing, nitriding, tempering furnaces; goggles, face shields, gloves, and other safety equipment.

The mechanical department will need a variety of testing equipment, including tension, torsion, bending, compression testing machines; measuring instruments, such as defectoscopes, strain gauge apparatus for static and dynamic tests; stroboscopes; vibragraphs; vibrometers; accelerometers.

The workshop list includes lathes; drilling, milling, shaping, arc welding machines; micrometers, thickness gauges, screw gauges; scribers, drill bits, drill braces, planes, hand and compass saws, chisels, files.

Numerous additional items will be needed in all categories. A complete list is available from the Trade Opportunities Staff, BDSA-6192, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. For complete information, ***write:*** Dr. M. Fawzi, Mechanical Engineering Department, Faculty of Engineering, University of Basra, Basra, Iraq.

Finished pine in various quantities sought by NATO

A notification to bid for grade B or better, standard dressed, kiln dried finished pine has been announced by the Headquarters Command, Office of the Purchasing and Contracting Officer, Allied Land Forces Southeastern Europe, Izmir, Turkey.

Bid deadline is May 2.

The bidding schedule calls for the following quantities: 300 pieces, 1" x 4" x 12'; 600 pieces 1" x 6" x 12'; 175 pieces 1" x 8" x 12'; 240 pieces 1" x 10" x 12'; 230 pieces 1" x 12" x 12'; 390 pieces 2" x 4" x 12'; 235 pieces 2" x 6" x 12'; 120 pieces 2" x 8" x 12'; 140 pieces 2" x 12" x 12'; 500 pieces 3" x 3" x 12'; 300 pieces 3" x 3" x 8'; 100 pieces 4" x 4" x 8'; 200 pieces 4" x 4" x 12'; and 200 pieces 2" x 10" x 12' for a total of 37,146.6 board feet.

U.S. firms wishing to bid may obtain a copy of the specifications and bidding instructions from the Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230, Attn: R. Parker.

Turkish Ministry seeks fire fighting equipment; bidders must be NATO-certified

The Turkish Ministry of Defense will accept bids for the following fire fighting equipment:

Motor pump for fire fighting, with a 100-120 ton/hr pumping capacity, mounted on a two-wheeled, pneumatic-tire trailer, powered by a gasoline engine;

A foam extinguisher, mounted on a two-wheeled, pneumatic-tire trailer;

One 80-lb. CO_2 fire extinguisher, mounted on a light weight and wheeled chassis, with standard accessories; and

A 15-lb CO_2 type portable fire extinguishers. Estimated cost of this equipment is $25.200.

U.S. firms, certified to participate in NATO International Competitive Bidding (ICB), are invited to submit an application to bid to the Ministry of Defense by April 30.

A copy of the invitation, bidding instructions and information on how to become certified for NATO-ICB may be obtained from the Department of Commerce, Trade Opportunities Staff (BDSA-6192), Washington, D.C. 20230. A copy of the brochure, "Doing Business With NATO—How U.S. Companies Can Participate" is available free from the Staff.

Uganda firm seeks U.S. sources for commodities

Plans are underway, contingent upon legislative action, for establisment of Uganda National Trading Corp. (UNTC), either as a subsidiary of Uganda Development Corp. or as a separate organization.

Aside from the main office, which will be in Kampala, the corporation will have 10 upcountry outlets, half of which will be branches and the remainder private African firms. The objective is "to bring commodities at reasonable prices to 16,000 African traders."

According to African Business Promotion, Ltd., through which the UNTC is being organized, priority is given to the following commodities for purchase from the United States: groceries; patent medicines; building materials; good quality tools; cutlery and crockery; secondhand clothing, e.g., men's suits; plastic crockery; agricultural chemicals.

Write: Mr. G. H. Barker, African Business Promotion, Ltd., Kampala, Uganda.

Algiers to install garbage treatment plants; seeks bids

The Office of Studies and Industrial Realization, Ministry of Industry and Energy, Republic of Algiers, is issuing an invitation for bids for the study and the installation of compost plants, as well as technical assistance.

The production capacity shall be 200 tons per day (8 hour shifts) with possible extension to 400 tons per day of (8 hour shifts).

Interested companies should submit their request by May 15 for specifications, cost, estimates and regulations (fee $30) to the General Director of the B.E.R.I. at 1, Place de Foucault—Hydra—(Alger).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that tender documents, general conditions, specifications, drawings, or other additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field crop farms

DOMINICAN REPUBLIC—Red kidney beans. Interested in suppliers in New York and New Orleans areas. Peralta Trading Co. (commission agent), P.O. box 792, Santo Domingo. WTD in preparation.

162 Heavy construction, except highways, streets

● **SYRIA**—Bridge construction, International tender. Bid deadline prior to 2 p.m. June 18 with correspondence preferred in French or English. Bridge is for Qamishli-Aleppo-Latakia Railway Line Project approximately 22 miles up Euphrates River from City of Raqqa. Length of bridge over 718 yd., composed of 14 arches of 50 yd. each. Project work also includes abutments, piers, protective work such as dams and embankments; earthwork approaches; placement of metallic arches furnished by Railroad Adm.; construction of upper level to be of reinforced concrete over 3 yd. by approx. 12 yd. for approx. 93 miles. Interested construction firms can obtain for approx. U.S. $75 a complete file of the tender from Ministry of Communications in Damascus (Liaison Office of the Railways) or from Directorate-General of the Railways (construction office), P.O. box 182, Aleppo, Syrian Arab Republic. Copy of this international tender announcement only available from Building Materials & Construction Industries Division, Rm. 4014, U.S. Department of Commerce, Washington, D.C. 20230 (Telephone: 202-967-3601).

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Lousac-Sage Building. Phone: 272-6331.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts. Phone: Plaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, 505 Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: 842-3208.

CHARLESTON, S. C., 29403, Suite 631, Federal Bldg., 334 Meeting St. Phone: 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 6022 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone: 634-3920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 16407 Fed. Bldg., 20th & Stout Sts. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 509 Grand Avenue. Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N.C., 27402, Room 412, U.S. Post Office Bldg. Phone: 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Gressbel Bldg., 208 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2511, 911 Walnut St. Phone: Franklin 4-3141.

LOS ANGELES, CALIF., 90015, Room 480, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 41st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, Room 2028, Federal Bldg., 300 Booth St., Phone: 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 2235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 11464, Federal Bldg., 450 Golden Gate Ave. Phone: 556-5864.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 725-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: 583-5615.

201 Meat products

GERMANY—Dressed hides, skins, pelts of all kinds for glove, shoe, clothing industries. Requests quotations cif Rotterdam. Direct purchase and/or agency. Kurt Sonntag, Unternehmensberatung fuer die Leder-, Schuh- und Bekleidungsindustrien (importer, manufacturer, wholesaler, exporter, management consultant), 7 Waldstrasse, 4053 Suechteln. WTD 3/8/66.

Meat, game, poultry, portioned, for use in large kitchens; poultry parts and edible internal organs. "Jaegermeyer", Jaeger & Meyer (manufacturer, wholesaler), 75 Karlsruhe/-Baden, Amthausstrasse 16. WTD 7/12/65.

ITALY—Salted and dried sausage casings. Luigi F. Ronca (importer, exporter, manufacturer, wholesaler), Strada per Genova 35, Tortona (Alessandria). WTD 3/15/66.

202 Dairy products

IRAQ—Powdered skim milk, in bags. Iraq Biscuit & Chocolate Industries, W.L.L. (manufacturer, importer, c/o Hasso Marketing, Rashid St., Baghdad. WTD 6/21/63.

203 Canning, preserving foods

AUSTRALIA—Foodstuffs, vegetables, fruit, fish, canned and frozen. Bernard Cohen (importer, wholesaler), Box 1739, G.P.O., Sydney, N.S.W. WTD 3/4/66.

204 Grain mill products

DENMARK—All kinds of feed supplements. Kemovit A/S (manufacturer), 131 Rygaards Alle, Copenhagen, Hellerup. WTD 3/10/66.

ETHIOPIA—Wheat suitable for milling into bread flour; need not be first class quality; packed in bags of 100 kgm each; quotations by telegram on price cif Djibouti for 10,000 tons. Joseph Behesnilian, P.O. box 1094, Addis Ababa. WTD in preparation.

209 Food preparations

BELGIUM—Dehydrated potato chips, all flavors. Direct purchase and/or agency for Belgium. Ufalix (importer, agent), 64 Rue d'Hublinbu, Couillet. WTD 3/1/66.

MOROCCO—Tallow for industrial use. Quotations Casablanca. Comptoir National Marocain (importer/agent), 16 Rue Mostafa El Maani, Casablanca. WTD 3/10/66.

220 Textile mill products

AUSTRALIA—Textile piece goods of all descriptions. A. Zbar & Son Pty. Ltd. (importer, wholesaler), 234 Flinders Lane, Melbourne, Victoria. WTD 1/28/66.

JAMAICA—Textile dry goods, piece goods of cotton, rayon, wool, synthetic fibers for sale to garment manufacturers and retail stores. Direct purchase and commission or sales agency. Central Services Ltd. (manufacturers' representative), 98 Orange St., P.O. box 189, Kingston. WTD 3/9/66.

221 Broad woven fabric mills, cotton

FINLAND—Cotton fabrics of all kinds (yard goods only), women's dress fabrics. Requests full details, price lists, terms. Direct purchase and agency. Oy Asiointikeskus W. J. Maass (agents), Mikonkatu 9, Helsinki 10. WTD 5/6/65.

222 Broad woven fabric mills, manmade fiber, silk

ENGLAND—Manmade fur fabrics of all types. Direct purchase and exclusive agency for U.K. R. Tax Limited (textile merchant, converter), 48 Maddox St., New Bond St., London, W.1. WTD 3/9/66.

FINLAND—Fabrics of manmade fiber and silk (yard goods only), women's dress fabrics, curtain fabrics. Requests full details, price lists, terms. Direct purchase and agency. Oy Asiointikeskus W. J. Maass (agents), Mikonkatu 9, Helsinki 10. WTD 5/6/65.

MALI—Synthetic cloth for women's robes. Requests samples, replies in French. Somiex (Government-owned importer, wholesaler, retailer), B.P. 182, Bamako. WTD in preparation.

223 Broad woven fabric mills, wool

FINLAND—Wool fabrics (yard goods only), women's dress fabrics, curtain fabrics. Requests full details, price lists, terms. Direct purchase and agency. Oy Asiointikeskus W. J. Maass (agents), Mikonkatu 9, Helsinki 10. WTD 5/6/65.

224 Narrow fabrics, other smallwares mills

AUSTRIA—Lace, elastic lace, other accessory materials for foundation garments. Not interested in offers of finsihed foundation garments. Direct purchase and agency. Requests replies in German. Leo Auer (manufacturers' representative, importer, wholesaler), Goldschmiedgasse 8, A-1010 Vienna. WTD 3/14/66.

HONG KONG—Nylon-acetate tricot fabrics. Aurora's International Trading Corp. (importer, exporter, wholesaler, commission agent), P.O. box 129, Hong Kong. Cable: AUROWORLD. WTD 6/29/65.

228 Yarn, thread mills

MALI—Thread for sewing machines. Requests replies in French. Somiex (Government-owned importer, wholesaler, retailer), B.P. 182, Bamako. WTD in preparation.

229 Textile goods

FINLAND—Textile fabrics (yard goods only), women's dress fabrics, curtain fabrics. Requests full details, price lists, terms. Direct purchase and agency. Oy Asiointikeskus W. J. Maass (agents), Mikonkatu 9, Helsinki 10. WTD 5/6/65.

249 Wood products

ENGLAND—Hickory pick and sledge hammer shafts. Agency and direct purchase. Hardun & Sons Ltd. (manufacturers, exporters, importers, wholesalers), Contractors Tools Division, Horton Rd., West Drayton, Middlesex. WTD 3/7/66.

261 Pulp mills

KOREA—Wool pulp, bleached or unbleached, sulphate and sulphite. Direct purchase and agency. Ewon Industrial Co., Ltd. (offer agents), I.P.O. box 2468, Seoul. WTD 2/23/66.

262 Paper mills

● **IRAN**—Cigarette paper, 150,000 bobbins, 100% chiffon quality, each bobbin 28 mm x 4000 m, weight 20.5 g/sqm. Bid deadline June 11. Iranian Tobacco Monopoly, Teheran.★ (Telephone: 202-WO 7-3003).

264 Converted paper, paperboard products

AUSTRIA—Paper decorations, other supplies for confectionery and pastrycook trade. Price quotations cif European port or fob Austrian border. Ed. Witte (importer, wholesaler), Linke Wienzeile 16, A-1060 Vienna. WTD 3/15/66.

281 Industrial chemicals

● **IRAN**—Supply of 88,800 liters of antifreeze, ethylene glycol base, packed in 200 liter drums. Specification available with Invitation for Bid. Bid deadline May 28. The Ordnance Department of the Imperial Iranian Army, Jadeh Nezami (Abbas-Abad), Tehran★ (Telephone: 202-WO 7-2067).

MALI—Sulphuric acid, in 5-gallon bottles. Requests replies in French. Somiex (Government-owned importer, wholesaler, retailer), B.P. 182, Bamako. WTD in preparation.

VIET-NAM—Wide range of chemicals, including silver nitrate, caustic soda, calcium carbide. Requests full details, prices, terms. Direct purchase and agency. South Asia Trading Co. (manufacturers' representative), 7 Pasteur, Saigon. WTD 11/4/65.

282 Synthetic materials

BELGIUM—Dyes, synthetic organic. Agency for Belgium and Luxembourg. Etablissements L.G. Gurickx (importer, wholesaler, agent), 4 Chaussee Nouvelle, Zellik. WTD 3/1/66.

Acrylic fibers. Import and/or agency for Common Market. Rene Defour (importer, exporter, agent), 46 Rue des Palais, Verviers. WTD 3/2/66.

283 Drugs

● **IRAQ**—Two tenders covering pharmaceutical preparations, as follows: First, combination of dihydrostreptomycin sulphate and streptomycin sulphate, 1,000,000 vials. Tender

No. PHARM/1/1966. Bid deadline April 16. Second covers dextrose monohydrate B.P., 100,000 cartons. Tender No. PHARM/2/1966. Bid deadline April 16. General Drugs Establishment, Tenders Dept., The British Bank of the Middle East Bldg. (3rd floor), Baghdad.★ (Telephone 202-WO 7-3394).

ITALY—Aromatic and medicinal herbs, tolu balsam. Domenico Ulrich S.p.A.—DUSPA (manufacturer), Via Ilarione Petitti 2, Turin. WTD 3/15/66.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics, other toilet preparations

AUSTRALIA—Complete range of women's hairdressing supplies, including dressings, dyes, bleaches, tonics, removers. Beautyland (wholesaler), 42 Albert St., Highett, Victoria. WTD 1/28/66.

BELGIUM—Detergents for dry cleaning and laundry. Agency for Belgium and Luxembourg. Etablissements L.G. Gurickx (importer, wholesaler, agent), 4 Chaussee Nouvelle, Zellik. WTD 3/1/66.

MALI—Soap powder, automobile wax. Requests replies in French. Somiek (Government-owned importer, wholesaler, retailer), B.P. 182, Bamako. WTD in preparation.

285 Paints, varnishes, lacquers, enamels, allied products

ITALY—Antifouling paints specifically intended for ship bottoms. Direct purchase and agency. C.R.M., Chemical Resin Manufactory (importer, manufacturer), Via Sansovino 243/61, Torino. WTD 3/14/66.

MALI—Automobile paint and mastic. Requests replies in French. Somiex (Government-owned importer, wholesaler, retailer), B.P. 182, Bamako. WTD in preparation.

289 Chemical products

ITALY—Essential oils. Domenico Ulrich S.p.A.—DUSPA (manufacturer), Via Ilarione Petitti 2, Turin. WTD 3/15/66.

295 Paving, roofing materials

● **BURMA**—Total 750 14-lb. net tins ready-mixed mastic compound for patching roof leaks, to be applied by hand without pressure gun; 500 tins black; 250 tins red. FQ No. 136/T/CONST/PWC/65-66, bid deadline April 18. Quote net prices fob Port of Shipment and c&f net Rangoon; final delivery not later than 3 months after bid awarded. Director of Engineers, Public Works Corp., No. 60, Shwedagon Pagoda Rd., Dagon P.O., Rangoon.★ (Telephone: 202-967-3601).

306 Fabricated rubber products

● **BURMA**—Vacuum hose pipes, 10,000 sets, each 22 inches long, 2 inch diameter, including cage, clips, counlings, and washers. Tender No. 122/(T)TTS-BR/65-66, bid deadline April 20. Chairman, Union of Burma Railway Board, Bogyoke Aung San St., Rangoon.★ (Telephone: 202-WO 7-3381).

FRANCE—Inflatable hangars and storage sheds (utility, for farm industries); related air-supported instant warehousing structures. Agency and potential direct purchase. Etablissements Taste Pere & Fils (dealer), Place de Loulette, 82 Montauban, Tarn-et-Garonne. WTD 3/14/66.

JORDAN—Government of Jordan anxious to procure large quantity street, cross-walk and highway marking tape (white) for permanent installation on principal streets and highways throughout country. A thick, heavy duty, highly light-reflective tape or stripping of the type used in Washington, D.C., is preferred so that, once installed, maintenance will be low and replacement would be unnecessary for 5-10 years. USAID public Security Advisor estimates quantity required up to 3,000 miles. Sample roll of at least 100 feet requested soonest. Major General Radhi Abdulla, Director General of Public Security, Amman.

307 Plastic products

ICELAND—Plastic cisterns, 2 x 2 meters, for use in breeding salmon; must be strong, with smooth inner surface; should have equipment in bottom for evacuation of water, non-galvanized pipe leading away. Requests fob quotations on 20 and 40 cisterns; delivery time to be specified. Drawing (legend Icelandic) available on loan from Trade Opportunities Staff, BDSA-6192, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Innkaupastofnun Rikisins (State Purchasing Agency), Borgartuni 7, Reykjavik.

310 Leather, leather products

GERMANY—Leather and artificial leather for shoe and clothing manufacturers. Gloves, shoes, clothing of all kinds of leather and artificial leather. Requests quotations cif Rotterdam. Direct purchase and/or agency. Kurt Sonntag, Unternehmensberatung fuer die Leder-, Schuh- und Bekleidungsindustrien (importer, manufacturer, wholesaler, exporter, management consultant), 7 Waldstrasse, 4053 Suechteln. WTD 3/8/66.

313 Boot, shoe cut stock, findings

BELGIUM—Leather findings, sizes 24 to 45 sq. inches; yearly quantity 180 metric tons, or 30 tons every 2 months. Societe d'Importation de Materiel Industriel "Simi" (importer, exporter, agency), 36-38 Rue de la Gare, Brussels. WTD 2/25/66.

324 Cement, hydraulic

TAIWAN—White cement. Direct purchase and agency. Alliance Industrial Corp. (importer, exporter, agent), P.O. box 1668, Taipei. WTD 3/17/66.

325 Structural clay products

● **BURMA**—Total 2,067,000 glazed tiles in sizes 6″ x 6″ x ¼″ and 4″ x 4″ x ¼″ straight edge and one edge rounded; also external and internal corner tiles for above sizes. Colors required are white, green and blue. Tender No. 137/T/CONST/PWC/65-66, bid deadline April 19. Director of Engineers, Public Works Corp., 60 Shwedagon Pagoda Rd., Rangoon.★ (Telephone: 202-967-3601).

329 Abrasive, asbestos, nonmetallic mineral products

ENGLAND—Granular grease and oil absorbers to absorb grease from factory floors; minerals wanted are attapulgite, fuller's earth or diatomaceous earth. Gramos Chemicals Ltd. (consultants, testers of laundry and cleaning equipment), Dundas Lane, Portsmouth, Hampshire. WTD 3/3/66.

TAIWAN—Acoustical tile. Direct purchase and agency. Alliance Industrial Corp. (importer, exporter, agent), P.O. box 1668, Taipei. WTD 3/17/66.

● **TURKEY**—Asbestos sheet with steel wire for gaskets. Approximate dimension 1.5 x 2 meters; temperature resistance approximately 250-300 C; pressure resistance approximately 250 p.s.i. Quantity and thickness: 200 kg 1 mm; 200 kg 1.5 mm; 700 kg 2 mm; 400 kg 2.5 mm; 400 kg 3 mm; 400 kg 4 mm. Tender No. 966/3014, bid deadline April 20. Malzeme Mudurlugu, Denizcilik Bankasi T.A.O. (Materials Purchasing Dept., Turkish Maritime Bank), Bahcekapi, Istanbul.★ (Telephone: 202-WO 7-5624).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

331 Steel mill products

● **BURMA**—Seamless pipe: 4,300 ft. of 12″ dia., 1,300 ft. of 8″ dia. and 6,400 ft. of 6″ dia. Tender No. 139/T/CONST/PWC/65-66, bid deadline April 21. Director of Engineers, Public Works Corp., 60 Shwedagon Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-2363).

● Wire rope: 94 reels (1,000 ft. each), size range ⅛″ to ⅝″ dia. Tender No. 943/T/EL/PWC(65/66), bid deadline April 22. Director of Engineers, Public Works Corp., 60 Shivedagon Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-2363).

● **CEYLON**—Galv. sheets: 2,600 pcs. 8′ x 4′ x 20 ga. to 16 ga. plain and 1.000 pcs. 8′ x 2′8″ x 24 ga. corrugated. Tender for Supply of Galvanized Plain and Corrugated Sheets, bid deadline April 20. The Chairman, Tender Board, Ceylon Transport Board, Kirula Rd., Narahenpita.★ (Telephone: 202-WO 7-2363). Copies of tender schedule can also be obtained by writing to Embassy of Ceylon, (Ref. No. 241), 2148 Wyoming Ave., NW., Washington, D.C. 20008.

KOREA—Steel pipe for water supply systems. Direct purchase and agency. Samsung Moolsan Co., Ltd. (exporter, importer, manufacturer), 5th Floor, Samsung Bldg., 50, 1-ka, Ulchi-ro, Chung-ku, Seoul. WTD 3/10/66.

335 Rolling, drawing, extruding nonferrous metals

VIET NAM—Phosphor bronze sheets for manufacture of electric goods: copper alloy 93%, Sn 7%; hard quality with R: 60-67 kg/sq. mm; hardness Brinell 165 minimum; thickness 0.4 mm; size 1.3 x 0.3 m. Requests full details, prices. Ets. Kol (importer, manufacturer, wholesaler), 51-A-53-A dai lo Hong Bang, Cholon. WTD 9/15/64.

342 Cutlery, hand tools, general hardware

ENGLAND—Tools for use in the construction industry. Agency and direct purchase. Hardun & Sons Ltd. (manufacturer, exporter, importer, wholesaler), Contractors Tools Division, Horton Rd., West Drayton, Middlesex. WTD 3/7/66.

FRANCE—Caulking guns, compressed-air and other types; cartridges suitable for dry sealing and plug fixing in masonry, cement, and other building materials. Direct purchase and agency. Barbier & Besson, S.A. (dealer), 2 Boulevard Bonrepos. 31 Toulouse, Haute-Garonne. WTD 6/29/65.

GERMANY—Hardware for windows and doors. Requests quotations cif Hamburg; re-

plies in German. Direct purchase and/or agency. Schmidt & Meldau (wholesaler, retailer), 46 Follerstrasse, 5 Koeln a. Rh. WTD 3/11/66.

JAMAICA—Kitchen cutlery and utensils; household tools, hardware, utensils; builders' hardware. Direct purchase and commission or sales agency. Central Services Ltd. (manufacturers' representative), 98 Orange Street, P.O. box 189, Kingston. WTD 3/9/66.

343 Heating apparatus, plumbing fixtures

BELGIUM—Bathtubs, wash basins, toilets; all kinds of fittings for bath, lavatory, shower, supply, water closet, etc. Direct purchase and agency for Belgium. Tubeaugaz S.P.R.L. (importer, exporter), 22 Rue Verhoeven, Brussels. WTD 2/28/66.

TAIWAN—Plumbing fixtures. Direct purchase and agency. Alliance Industrial Corp. (importer, exporter, agent), P.O. box 1668, Taipei. WTD 3/17/66.

346 Metal stampings

AUSTRIA—Novelty hardware, household and kitchen gadgets and implements; direct purchase and agency. Austrotherm-Duritherm Fabriken, Gesellschaft m.b.H. (importer, wholesaler, manufacturer), Zieglergasse 69, A-1070 Vienna. WTD 3/14/66.

GERMANY—Kitchen and general household utensils; gift and related articles. Kauf-Gut Einkaufsgesellschaft m.b.H. (purchasing cooperative), 6832 Hockenheim-Talhaus, Industriestr. 2. WTD 3/8/66.

349 Fabricated metal products

KOREA—Industrial valves, all kinds. Direct purchase and agency. Samsung Moolsan Co., Ltd. (importer, commission agent), 5th floor, Samsung Bldg., 50, 1-ka, Ulchi-ro, Chung-ku, Seoul. WTD 3/10/66.

352 Farm machinery

FINLAND—Carrot seeders. Requests full details, price lists, terms. Kesko Oy (importer, wholesaler, manufacturer, exporter), Machinery Dept., Satamakatu 3, Helsinki 16. WTD 2/3/65.

KOREA—Agricultural equipment; farm implements. Direct purchase and agency. Samsung Moolsan Co., Ltd. (importer, commission agent), 5th floor, Samsung Bldg., 50, 1-ka, Ulchi-ro, Chung-ku, Seoul. WTD 3/10/66.

353 Construction, mining, materials handling machinery

BELGIUM—Industrial stackers, hoists, trucks, capable of handling containers with capacity of 50,000 lb. Gebroeders Verbist (importer, wholesaler, manufacturer), 1 bis Autostrade, Breendonck. WTD 12/4/64.

● **BURMA**—Self-propelled pneumatic tired compactor, diesel powered 60 hp. minimum; 3 motorized scrapers, diesel power minimum 220 hp., 14-15 cu. yd. struck capacity; 6 dump trucks, rear dump, 5-6 ton capacity, diesel power 100 minimum hp.; fork lift truck, gasoline power 37 hp., capacity 4400 lb. at 20" radius; 2 outboard motors, 28 hp. at 4000-4500 rpm; motor truck equipped with 1200 U.S. gallon capacity water tank; 2 heavy duty motor carriers 4 x 4 capacity 1½ ton. Two year recommended list of spare parts for each item. Tender No. 1(T) TTS/ESB/65-66, bid deadline May 20. Controller of Stores, Electricity Supply Board, Ahlone, Rangoon. Copies of specifications can be obtained at $11 each (certified check) through American Embassy, Rangoon.

● 40 wagon drill rods (1¼" dia. x 12 ft.); 50 wagon drill rods (1¼" x 18 ft.); 200 jack hammer collared shank rods (⅞" dia. x 2 ft.) 100 male type and 100 female type; 800 R. ft. in two sizes. Tender No. 42(T)/MCY-ESB/65-66, bid deadline May 3. Controller, Central Stores Dept., Electricity Supply Board, Ahlone, Rangoon.★ (Telephone: 202-WO 7-5566).

● **INDIA**—Two motor graders, 145-160 hp., diesel powered, list of spare parts. Tender No. 222/81/258/20-12-65/I, bid deadline May 6. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available from India Supply Mission (Ref: D/ENQ/1981), 2536 Massachusetts Ave. N.W., Washington, D.C. 20008, at $1 per copy (not refundable).

KOREA—Heavy equipment for construction and other purposes, including dredging machinery. Direct purchase and agency. Samsung Moolsan Co., Ltd. (importer, commission agent), 5th floor, Samsung Bldg., 50, 1-ka, Ulchi-ro, Chung-ku, Seoul. WTD 3/10/66.

NEPAL—Tramway, aerial, cable, wire rope—complete unit, 1-2 mile long, with a capacity of 1-2 metric tons per hour, to operate across mountainous terrain from mine sites to roadpoints. Desires relevant technical details and catalogs and quotations cif Calcutta. Mr. P. B. Malla, Director, Nepal Bureau of Mines (Government agency), Lainchaur, Kathmandu.

354 Metalworking machinery

AUSTRALIA—Machinery for polishing gem stones. Olims Consolidated Ltd. (importer, exporter, distributor), 51-61 Princes Highway, St. Peters, N.S.W. WTD 1/21/66.

NEW ZEALAND—Complete mill to produce automobile wheel rims and centers for production requirements of New Zealand's six major automobile assembly plants. Initial specifications and engineering data desired from engineering consultants or equipment suppliers. Company seeks engineering know-how for plant layout, initial planning and production assistance, and necessary equipment to set up integrated mill. Production requirement is for 250,000 total units a year in approximately 15 wheel sizes. Plant would include presses for wheel centers, rim moulding machines, automatic welders, boring machines for axle and stud holes. Hawkes Bay Steel Co. (manufacturer), P.O. box 277. Napier; attn: Mr. J. Houlker, Commercial Executive. WTD in preparation.

● **SUDAN**—Horizontal milling machine, 51" x 11½" table, 28" longitudinal movement, 18" distance spindle to table. Contract No. 3133, bid deadline April 18. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James's. London S.W.1.★ (Telephone: 202-WO 7-5652).

● Lathe, 8½" height of center, 68" distance between centers, 26" swing in front of faceplate. Tender No. 3452, bid deadline April 20. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James's. London S.W. 1.★ (Telephone: 202-WO 7-5652).

355 Special industry machinery

BRAZIL—Small "packaged" beer brewing plants with integrated components to which additional complete units can be added as the market increases. These additional units can be installed to increase output without an interruption in production. Initial production to be around 100,000 hectoliters per 8 hours. Bahia Industrial S.A. Moinho Salvador. attn. Dr. Armando Perez Gago, Rua Estado de Israel S/N, Salvador, Bahia. WTD in preparation.

FINLAND—Auxiliary machines for the printing industry. Requests full details, prices, terms. Direct purchase or agency. Paul Rinne & Co. (importer), Dosentintie 3, Helsinki 33. WTD 2/18/66.

FRANCE—Woodworking machinery and machine tools, light and medium duty equipment for sawmills, modern types. Portable power-driven tools for cabinetmakers, furniture manufacturers, artisan veneer workers, related trades. Direct purchase and agency. Barbier & Besson, S.A. (dealers), 2 Boulevard Bonrepos, 31 Toulouse, Haute-Garonne. WTD 6/29/65.

● **IRAQ**—One filling and assembly machine for 9 mm. parabellum ammunition, capacity 4500 pc./hour. Tender No. Prod./1-1966, bid deadline May 7. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-5589). Tender specifications may also be obtained from the Military Attache, Iraqi Embassy, Washington, D.C.

KOREA—Textile machinery. East West Co., Ltd. (offer agents), Ceneral P.O. box 695, Seoul. WTD 3/15/66.

PORTUGAL—Industrial and semi-industrial belt sanders. Direct purchase and/or agency. Gomes de Castro & Irmao, Lda. (importer, retailer, wholesaler, commission merchant), 229 Rua Guedes de Azevedo, Oporto. WTD 3/2/66.

TANZANIA—Complete plants to manufacture caustic soda, hydrochloric acid, sulphuric acid, aluminum sulphate, ammonium salts, copper oxychloride. Requests full details for complete plants, new or second-hand, re-conditioned with guarantee. Sapa Chemical Industries Ltd., P.O. box 885, Dar es Salaam. Attn: G. K. Mehta WTD in preparation.

● **TURKEY**—Complete installations, plant and machinery for sawmill and parquet flooring fabrication plant to be erected at Bartin, Turkey, with annual production capacity of 25,000 m^3 hardwood, 50 000 ^{3} of block parquet and 100,000 m^3 of mosaic parquet (270 workdays x 8 hr. shifts per year.) Bid deadline April 29. General Directorate of Forestry, No. 38 Kut Han, Kat 2, Istanbul. English translations of bidding specifications available from Modern Tercume Burosu, 20/7 Menekse Sokak, Kizilay, Ankara, upon receipt of $16 (including air mail charges) per copy.

356 General industrial machinery

AUSTRALIA—Machinery for filling plastic containers with liquid or powder (used in film developing). Olims Consolidated Ltd. (importer, exporter, distributor), 51-61 Princes Highway, St. Peters, N.S.W. WTD 1/21/66.

● **INDIA**—Roll type briquetting press for 300 kg/hr. (or nearest standard size) of 1" x ⅝" x ¾" zirconium dioxide pellets. Tender No. AEE/P/CAP/11022, bid deadline April 12, 3 p.m. Indian standard time. Senior Purchase Officer, Atomic Energy Establishment Trombay, Purchase Division, Mohatta Bldg. (Third Floor), Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-5589).

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SOUTH AFRICA—Polyethylene, polypropylene, P.V.C. packing machinery. Direct purchase and agency. Techni-Pak Sales (Pty) Limited (manufacturer, importer, retailer, exporter), P.O. box 11303, Johannesburg. WTD 12/9/65.

357 Office, computing, accounting machines

AUSTRALIA—Elecetronics data logging equipment for scientific and industrial use. Direct purchase and agency. Pantechna Pty. Ltd. (importer, wholesaler), 8-12 Eastern Rd., South Melbourne, Victoria. WTD 1/7/66.

FINLAND—Machines for bulk mailing, counting, wrapping, bundling. Requests full details, price lists, terms. Direct purchase or agency. Paul Rinne & Co. (importer), Dosentintie 3, Helsinki 33. WTD 2/18/66.

FRANCE—Mail handling machines: inserting machines; automatic machines for printing and addressing; folding and addressing machines for newspapers; automatic machines for printing and addressing shipping labels in one operation; automatic addressing, data writing machines; addressing machines for labels, boxes, cartons, shipping tags. Adrex (manufacturer, wholesaler, importer), 12-16 Cite Joly 75, Paris (11e). WTD 2/4/66.

Equipment related to digital techniques and electronic computers. Direct purchase and agency. Societe d'Exploitation et de Recherches Electroniques-SEREL (manufacturer, dealer), 26 rue de Londres, Paris 9e. WTD in preparation.

● **HONG KONG**—Supply of 239 typewriters, 92-character keyboards, 6 types ranging from 15-inch carriage with 10 letters per inch to 26-inch carriage with 12 letters per inch. Tender No. Stores C/52/63/66, bid deadline April 22. A sample of each typewriter must be submitted. It is suggested that offers be made through agents in Hong Kong. Secretary, Tender Board, Colonial Secretariat, Government Office, Lower Albert Rd., Hong Kong.★ (Telephone: 202-WO 7-2939).

LIBYA—Business machines and office equipment, including typewriters, duplicating machines (ink only), photocopiers, calculators, steel office furniture, dictating machines, tape-printers. Direct purchase and agency. Business Machines & Office Equipment (wholesaler, retailer), Omar Ibn al-Khattab St., P.O. box 511, Benghazi. WTD 1/20/66.

358 Service industry machines

BELGIUM—Laundry, dry cleaning, pressing machinery. Agency for Belgium and Luxembourg. Etablissements L. G. Gurickx (importer, wholesaler, agent), 4 Chausse Nouvelle, Zellik. WTD 3/1/66.

MOROCCO—Water conditioners, household, commercial, industrial; all kinds of equipment for water purification. Quotations Casablanca. Direct purchase and agency. Sgafimex (importer, agent), 115 Boulevard Mohammed V, Casablanca. WTD 3/10/66.

SWITZERLAND—Water sewage equipment. Water treatment machinery, small type; cathodic. Agency and direct purchase. Mr. Pierre Colomb (importer, manufacturer, wholesaler), 10 Rue du Midi, 1800 Vevey. WTD in preparation.

361 Electric transmission, distribution equipment

● **BURMA**—Supply of electric measuring instruments including, but not limited to: 24 earth testers; 24 insulation and continuity testers; 22 clip-on-volt ammeters; 16 portable volt, ohm, ammeters; 1 a.c.-d.c. portable voltmeters; 15 a.c.-d.c. portable ammeters; power factor meters; frequency meters; rotative meters; cell testers; tachometers; voltage recorders; wire gauges. Tender No. 2/E(Q)EL-PWC/(M)/65-66, bid deadline April 23. Director of Engineers, Public Works Corp., 60 Shivedagon Pagoda Rd., Rangoon.★ Cable: DTEWORKS. (Telephone: 202-WO 7-2939).

FRANCE—Electronic measuring instruments. Direct purchase and agency. Fabrications Radio-Electroniques Industrielles (importer, dealer, agent), 172 Rue de Courcelles, Paris 17e. WTD 12/30/65.

Electric measuring instruments and test equipment. Direct purchase and agency. Societe Europeenne d'Electronique (importer, wholesaler), 41 Rue de l'Est, Boulogne-Billancourt (Hauts-de-Seine 92). WTD 5/26/65.

KOREA—Electric and electronic testing and measuring instruments. Direct purchase and agency. Samsung Moolsan Co., Ltd. (importer, commission agent), 5th Floor, Samsung Bldg., 50, 1-ka, Ulchi-ro, Chung-ku, Seoul. WTD 3/10/66.

Electric and electronic measuring instruments. Direct purchase and agency. Samsung Trading Corp. (importer, commission agent), Central P.O. box 1060, Seoul. WTD 2/24/66.

362 Electrical industrial apparatus

FRANCE—Thermo control instruments. Societe pour l'Installation de la Regulation Thermo-Electrique (manufacturer, importer, dealer), 4 bis, Rue Camille Pelletan, Levallois-Perret (Hauts de Seine 92). WTD 1/24/66.

PAKISTAN—Condensers, electric, 2.2 and 2.4 mfd, for use in manufacture of electric fans. Anwar Industries (importing distributor, manufacturer), Grand Trunk Rd., 40th Mile Stone, Gujranwala. WTD 3/2/66.

363 Household appliances

IRAQ—Air coolers. Direct purchase and agency. Yousif Taha Al-Ani (importer, wholesaler, retailer), Haidarkahana, Rashid St., 17th/1, Baghdad. WTD 3/14/66.

SWEDEN—Dishwashing machines. Direct purchase and agency. Osby Pannan AB (agent, wholesaler, manufacturer), Osby. WTD 12/30/64.

365 Radio, television receiving sets

FRANCE—High-fidelity elements, amplifiers, stereophonic portable phonographs; loudspeakers; tape recorders; magnetophones. Direct purchase and agency. Serper Electronic (importer, wholesaler, agent, radio and TV services), 102 Rue La Boetie, Paris 8e. WTD 2/17/66.

IRAQ—Magnetic tape recorders. Direct purchase and agency. Yousif Taha Al-Ani (importer, wholesaler, retailer), Haidarkhana, Rashid St., 17th/1, Baghdad. WTD 3/14/66.

MOROCCO—Transistorized radio receivers, portable; tape recorders; record players. Quotations Casablanca. Direct purchase and agency. Sgafimex (importer/agent), 115 Boulevard Mohammed V, Casablanca. WTD 3/10/66.

366 Communication equipment

FRANCE—Industrial television equipment; telemetering equipment; electronic remote controls. Direct purchase and agency. Societe d'Exploitation et de Recherches Electroniques—SEREL (manufacturer, dealer), 26 Rue de Londres, Paris 9e. WTD in preparation.

Telecommunication measuring instruments. Direct purchase and agency. Fabrications Radio-Electroniques Industrielles (importer, dealer, agent), 172 Rue de Courcelles, Paris 17e. WTD 12/30/65.

● **KENYA**—Supply of magneto telephone instruments. Tender documents will be furnished by the Crown Agents for Overseas Government and Administration, 4 Millbank, London, S.W.1, to qualified, registered bidders. Reference should be made to DF 4254 of March 11, 1966.

KOREA—Radio transmitters and related apparatus. Direct purchase and agency. Samsung Moolsan Co., Ltd. (exporter, importer, manufacturer), 5th Floor, Samsung Bldg., 50, 1-ka, Ulchi-ro, Chung-ku, Seoul. WTD 3/10/66.

367 Electronic components and accessories

FRANCE—Electronic equipment (components and instruments) of a novelty character. Direct purchase and agency. Societe Europeenne d'Electronique (importer, wholesaler), 41 Rue de l'Est, Boulogne-Billancourt (Hauts de Seine-92). WTD 5/26/65.

Specialized electronic components; television UHF converters. Direct purchase and agency. Societe d'Exploitation et de Recherches Electroniques—SEREL (manufacturer, dealer), 26 Rue de Londres, Paris 9e. WTD in preparation.

All kinds of electronic components. Telecommunications Radioelectriques et Telephoniques (manufacturer, importer, dealer), 88 Rue Brillat Savarin, Paris 13e. WTD 6/17/65.

New types of electronic equipment. Engelhard Industries (France) (importer, dealer), 48 Avenue Victor Hugo, Paris 16e. WTD in preparation.

369 Electrical machinery, equipment, supplies

MALI—Automobile batteries and spark plugs. Requests replies in French. Somiek (Government-owned importer, wholesaler, retailer), B.P. 182, Bamako. WTD in preparation.

381 Engineering, laboratory, scientific, research instruments

AUSTRALIA—Educational laboratory equipment for physics, botany, geology, zoology and similar laboratories, primarily for use at secondary levels but also covering primary and tertiary education. J. G. Walsh & Co. (importer, retailer), P.O. box 165, Double Bay, N.S.W. WTD 3/3/66.

● **BURMA**—Supply of laboratory equipment including, but not limited to: unconfined compression apparatus; triaxial apparatus; compaction molds and hammers; cone penetrometers; hydrometers; moisture testers; ovens; volumetric flasks; beakers; burettes; pipettes. Tender No. 43(T)/MCY-ESB/65-66, bid deadline May 3. Controller, Central Stores Dept., Electricity Supply Board, Ahlone, Rangoon.★ Cable: ESBUB RANGOON. (Telephone: 202-WO 7-2939).

FRANCE—Laboratory analytic equipment. Engelhard Industries (France) (importer, dealer), 48 Avenue Victor Hugo, Paris 16e. WTD in preparation.

● **YUGOSLAVIA**—Supply on one hydraulic triaxial apparatus for determining inter-relationship between large particles and clay matrix to develop data for relationship of material

sizes in fills. Tender No. 6-10051, bid deadline April 13. Equipment is for delivery at Skopje, Yugoslavia. Early delivery may be an award factor. Tender documents and related information may be obtained from United Nations, U.N. Bldg., New York, N.Y., Attn: Mr. D. Hussey, Rm. 2166G, (Telephone: 212-Plaza 4-1234, Ext. 3637).

382 Instruments for measuring, controlling, indicating physical characteristics

AUSTRALIA—Pressure gauges, for indicating pressures in lbs. per square inch of air, gas, water steam and oil. Case diameters are to be 2″ and 2½″, and the instruments should have bottom and/or back connections, screwed ⅛″ gas thread and/or ¼″ British Standard pipe thread. Thomas C. Brown & Co. Pty. Ltd. (importer, wholesaler), Box 1634, G.P.O., Sydney. WTD 3/4/66.

FRANCE—Gas meters. Engelgard Industries (France) (importer, dealer), 48 Avenue Victor Hugo, Paris 16e. WTD in preparation.

KOREA—Industrial instrumentation items, e.g., gauges. Direct purchase and agency. Samsung Moolsan Co., Ltd. (importer, commission agent), 5th floor, Samsung Bldg., 50, 1-ka, Ulchi-ro, Chung-ku, Seoul. WTD 3/10/66.

384 Surgical, medical, dental equipment

AUSTRIA—Falsies for post-operative cases; requests replies in German; direct purchase and agency. Leo Auer, Goldschmiedgasse 8, A-1010 Vienna. WTD 3/14/66.

● **CEYLON**—Supply of 24 combined bowl and instrument sterilizers, approximately 30″ x 20″ x 19″; 72 instrument sterilizers, electric, size 11″ x 5½″ x 4″; 24 instrument sterilizers, electric, size 14″ x 6½″ x 5″; all with spares. Bid deadline May 20. Ministry of Health, P.O. box 500, Colombo, Ceylon. Copies of tender documents available on written application with reference to No. 238, from: Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008.

● **TUNISIA**—Supply of hospital and surgical equipment and supplies including, but not limited to: equipment for surgical operating ward; oxygen tents and masks; obstetrical stethoscopes; aspirators; pincers; scissors; bandages; sutures; syringes; ophthalmic supplies; laboratory equipment; microscopes; supplies for pharmacy and dispensary; maternity ward supplies. Bid deadline May 15. Specifications in French. Correspondence preferred in French. Secretariat d'Etat a la Sante Publique, Avenue de Paris, Tunis.★ (Telephone: 202-WO 7-2939).

● Supply of surgical instruments and equipment including, but not limited to: electric sterilizers; anesthetic apparatus; clamps and braces; scissors, scalpels; cystoscopes; syringes; pincers; operating tables; forceps; needles; radiological equipment; orthopedic supplies. Bid deadline May 15. Specifications in French. Correspondence preferred in French. Secretariat d'Etat a la Sante Publique, Avenue de Paris, Tunis.★ (Telephone: 202-WO 7-2939).

385 Ophthalmic goods

GERMANY—Eyeglass frames made of metal and/or plastic materials and metal; sunglasses, novelties only. Nufer-Optik, Walter A. Nufer (manufacturer, importer), 7016 Gerlingen bei Stuttgart, Robert Bosch Str. 19-21. WTD 6/15/65.

386 Photographic equipment, supplies

FRANCE—Microfilming cameras and outfits; closed circuit television cameras. Direct purchase and agency. Mundus-Color (manufacturer, importer, wholesaler, retailer), 71 Bld. Voltaire, Paris 11e. WTD 3/9/66.

KOREA—Audio-visual educational equipment: 8 mm/16 mm magnetic sound projectors; film strip/slide projectors; overhead opaque projectors; 16 mm movie cameras, tape recorders; record players; language laboratory devices; micro-film devices; closed-circuit TV systems. Direct purchase and agency. Samsung Trading Corp. (importer, commission agent), Central P.O. box 1061, Seoul. WTD 2/24/66.

● **TURKEY**—Supply of one 35-mm. portable moving picture machine with projection lamp of 1,000 watts. Tender No. 966/3013, bid deadline April 11. Malzeme Mudurlugu, Denizcilik Bankasi T.A.O., Bahcekapi, Istanbul.★ (Materials Purchasing Dept., Turkish Maritime Bank). (Telephone: 202-WO 7-2939).

394 Toys, amusement, sporting, athletic goods

DENMARK—Swimming pools with accessories. Borge Terslin (importer), 55 C.F. Richsvej, Copenhagen F. WTD 2/14/66.

FINLAND—Hobby crafts, do-it-yourself items. Toys, mechanical, of plastic, fur, etc. Requests full details, prices, terms. Oy Jovial Ab (importer), Urheilukatu 46 A 10, Helsinki 25. WTD 2/25/66.

Games of all kinds, small table size, preferably surplus stocks, quantities from 5,000 to 15,000. Lotsu Oy (importer, distributor), Mikonkatu 11, Helsinki 10. WTD 3/10/66.

KENYA—Fishing tackle, such as reels, rods, lures, lines. G.S. Martin & Co., Ltd. (manufacturers' representative), P.O. box 30189, Nairobi. WTD 2/16/66.

MOROCCO—Mechanical and educational games for use in nurseries, holiday camps, kindergartens. Quotations Casablanca. Direct purchase and agency. Sgafimex (importer/agent), 115 Boulevard Mohammed V, Casablanca. WTD 3/10/66.

399 Manufacturing industries

AUSTRIA—Christmas ornaments, other seasonal articles; joke novelties, magic tricks; carnival masks, related supplies; party entertainment items. Ed. Witte (importer, wholesaler, retailer), Linke Wienzeile 16, A-1060 Vienna. WTD 3/15/66.

BELGIUM—All kinds of animal hair. Direct import and/or agency for Belgium. Rene Defour (importer, exporter, agent), 46 Rue des Palais, Verviers. WTD 3/2/66.

FINLAND—Model aircraft. Requests full details, prices, terms. Oy Jovial Ab (importer), Urheilukatu 46 A 10, Helsinki 25. WTD 2/25/66.

GERMANY—Printed car registration plates; printed street signs. Fendel Export GmbH. (exporter), 35 Langenstrasse (P.O. box 859), 28 Bremen. WTD 3/9/66.

KUWAIT—Gift articles for distribution as advertisements. Jassim Mohamad al-Ali al-Wazzan (importer, retailer, wholesaler, manufacturer), P.O. box 124, Kuwait. WTD 3/9/66.

505 Farm products

FRANCE—Dried beans; dried peas; lentils. S. Mizraki & Cie (importer, exporter), 72 Rue Abbee de l'Epee, 13 Marseille, 5eme. WTD 3/11/66.

508 Machinery, equipment, supplies

DENMARK—Everything within the line of coin-operated equipment. R.E. Boissevain A/S (importer), 65 Vesterbrogade, Copenhagen V. WTD 2/14/66.

539 Miscellaneous general merchandise stores

TOGO—Sugar, rice, flour; men's and women's apparel. Requests samples, quotations. Direct purchase and agency. Comptoir du Mono (COMO) (importer, exporter), B.P. 849, Lome. WTD in preparation.

Hospital X-ray equipment bids invited by Ecuador; deadline April 15

Ecuador has now set the deadline for 6 p.m. on April 15 for the entering of bids for the supply and installation of X-ray equipment for the four Social Security hospitals in Quito, Guayaquil, Cuenca, and Riobamba (INTERNATIONAL COMMERCE, March 21, p. 28).

Bids must be in Spanish and should be submitted to: Institute Nacional de Prevision Social, Quito, Ecuador. (Social Welfare Institute.)

A copy of the tender documents, in Spanish, is available on a loan basis to firms located in the U.S. from the Scientific, Photographic and Business Equipment Division, BDSA-6440, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2939.

Workshop equipment needed for Iraqi University use

Mosul University, Baghdad, Iraq, is requesting bids to equip a welding shop, blockshop, machine tool shop, heat treating shop, and carpentry shop.

Interested firms should submit quotations together with catalogs and technical data suitable for instructional purposes to: Dr. Abbas Al-Khafaji, Acting Dean, College of Engineering, Mosul, Iraq.

A list of equipment desired is available to firms located in the U.S. on a short loan basis from the Metalworking Equipment Division, Business and Defense Services Administration, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5652.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Bids sought by NATO for tires and tubes

An invitation to bid for tires and tubes has been issued by the Headquarters Command, Office of the Purchasing and Contracting Office, Allied Land Forces Southeastern Europe, Izmir, Turkey.

The schedule lists the following sizes and quantities: 50 each, 4 ply, 650 x 13; 80 each, 6 ply, 750 x 14; 20 each, 6 ply 800 x 14; 15 each, 6 ply, 815 x 15; 20 each, mud and snow tread, 600 x 16; 23 each, commercial tread, 600 x 16; 24 each, heavy duty, 8 ply, 750 x 17, for a sturdy drive wheel tire for *on* and *off* the road service, descriptive literature requested with bid); 50 each, 650 x 13 tubes; 85 each, 750-800 x 14 tubes; 45 each, 600 x 16 tubes, and 20 each, 650-700 x 16 tubes.

Bid deadline is April 25.

U.S. firms wishing to participate may obtain a copy of the invitation and the bidding forms from the Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230, Attn: R. Parker.

Drugs wanted to supply hospitals in Nigeria

The Federal Ministry of Health is inviting bids for the supply of drugs to hospitals under the Federal Ministry of Health for the period April 1 to March 31, 1967. A list of the requirements may be obtained from the Receptionist at the Ministry's Headquarters, Broad St., Lagos.

Envelopes enclosing tenders must be clearly marked on the outside "Confidential: Tenders for the supply of drugs," and should be sent to reach the Federal Ministry of Health, Broad Street, Lagos, not later than April 14.

The successful tenderer may be required to enter into a written contract, the terms of which may be seen on application to the Ministry.

The Federal Ministry of Health does not bind itself to accept the lowest bid.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated March unless otherwise indicated.

Most of the lists are prefaced by a brief review of basic trade and industry data collected in making the compilations.

Business Firms—Afghanistan.

Business Firms—St. Pierre et Miquelon.

Business Firms—Republic of Chad.

Curios, Novelties and Handicrafts—Manufacturers and Exporters—Japan.

Dental Supply Houses—Netherlands.

Dental Supply Houses—Sweden.

Electronic Equipment, Electron Tubes, and Other Electronic Components and Accessories—Importers, Dealers and Manufacturers—Peru, February.

Feedstuffs—Importers, Dealers and Manufacturers—Federal Republic of Germany and West Berlin.

Feedstuffs—Importers, Dealers and Manufacturers—Guatemala.

Furniture—Importers and Dealers—Federal Republic of Germany and West Berlin.

Household Appliances—Importers and Dealers—Panama.

Household Appliances—Importers and Dealers—Portugal.

Iron and Steel, Non-Ferrous Metals, and Building Materials—Importers and Dealers—Mexico.

Iron and Steel, Nonferrous Metals and Building Materials—Importers and Dealers—Morocco.

Laundry and Dry Cleaning Industry—Uruguay.

Machinery, Equipment and Supplies, Electrical—Importers and Distributors—Algeria.

Machinery and Equipment, Except Electrical—Importers and Distributors—Japan.

Machinery and Equipment, Farm—Importers, Dealers and Manufacturers—Peru.

Metallurgical and Metal Working Plants—Nicaragua.

Metallurgical and Metalworking Plants—Republic of Panama.

Petroleum Products—Importers, Dealers and Refiners—Nicaragua.

Petroleum Products—Importers, Dealers, Producers and Refiners—The Netherlands.

Photographic Supplies Dealers and Photographers—Austria.

Plastics Materials—Importers, Dealers and Manufacturers—Belgium.

Sporting Goods, Toys and Games—Importers and Dealers—Chile.

Tobacco and Tobacco Products—Importers, Dealers and Manufacturers—Trinidad and Tobago.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field crop farms

TAIWAN—Raw cotton. Requests quotation c&f Keelung; exclusive agency. Orient Trading Co., Ltd. (importer, agent), P.O. Box 3240, Taipei. WTD 10/27/65.

100 Metal mining

NETHERLANDS—Ores; all kinds. Exclusive commission agency for western Europe. N.V. Internationale Ertshandel "Wambersie" (Commission merchant, agent), 7a Calandstraat, or P.O. Box 1439, Rotterdam. WTD 2/16/66.

109 Metal ores

NETHERLANDS—Miscellaneous ores; minerals; all kinds. Exclusive commission agency for western Europe. N.V. Internationale Ertshandel "Wambersie" (commission merchant, agent), 7a Calandstraat, or P.O. Box 1439, Rotterdam. WTD 2/16/66.

140 Mining of non-metallic minerals

NETHERLANDS—Minerals; all kinds. Exclusive commission agency for western Europe. N.V. Internationale Ertshandel "Wambersie" (commission merchant, agent), 7a Calandstraat, or P.O. Box 1439, Rotterdam, WTD 2/16/66.

190 Ordnance, accessories

AUSTRALIA—Armament, ammunition for field pieces, mortars, howitzers and related equipment; small arms ammunition, accessories; ordnance equipment, accessories; any related arms and ammunition and/or equipment. Reginald T. Elvish (agent), 67 Eton Rd., Somerton Park, N.S.W. WTD 3/4/66.

264 Converted paper, paperboard products

AUSTRALIA—Wrapping paper, gift and special Christmas types. Geoff Penney (N.S.W.) Pty. Ltd. (importer, exporter, agent), P.O. Box 15, Rozelle, N.S.W. WTD 2/28/66.

277 Greeting card manufacturing

AUSTRALIA—Christmas cards. Geoff Penney (N.S.W.) Pty. Ltd. (importer, exporter, agent), P.O. Box 15, Rozelle, N.S.W. WTD 2/28/66.

281 Industrial chemicals

NETHERLANDS—Chemicals; all kinds. Exclusive commission agency for western Europe. N.V. Internationale Ertshandel "Wambersie" (commission merchant, agent), 7a Calandstraat, or P.O. Box 1439, Rotterdam. WTD 2/16/66.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics, toilet preparations

BELGIUM—All kinds of toilet preparations. Agency for Belgium. Eurimports (importer, wholesaler), 164 Aarschotstraat, Brussels, 3. WTD 3/2/66.

291 Petroleum refining

BELGIUM—Soluble oils, cutting oils, synthetic fluid products, industrial mineral oils, motor oils, oils for gear box, industrial greases, lithium grease, soluble greases, barium grease, supercompounds for oils, graphites, molybdenum disulfite. Agency for Belgium. M. & R.

Stokis (importer, agent), 222 Avenue de Tervueren, Brussels. WTD 3/2/66.

299 Products of petroleum, coal

BELGIUM—Additives, lubricating. Agency for Belgium. M. & R. Stokis (importer, agent), 222 Avenue de Tervueren, Brussels. WTD 3/2/66.

306 Fabricated rubber products

AUSTRALIA—Sponge cloth, in bulk, rolls, sheets and/or cut to size. Geoff Penney (NSW) Pty. Ltd. (importer, exporter, agent), P.O. Box 15, Rozelle, N.S.W. WTD 2/28/66.

329 Abrasive, asbestos, miscellaneous nonmetallic mineral products

BELGIUM—Brake linings, clutch facings, plates for disk brakes. Agency for Belgium, Congo, Luxembourg. Maurice Demaret (importer, exporter, agent), 84 Rue Bodeghem, Brussels 1. WTD 3/1/66.

Nonclay refractories, abrasives, other insulating material for metal working industries. Agency for Benelux countries. Societe Belge de Representation et de Fabrications Industrielles, S.O.B.E.F.A.R.E. S.P.R.L. (importer, agent), 88 Rue Mercelis, Brussels. WTD 3/8/66.

330 Primary metal industries

NETHERLANDS—Steel; metals; all kinds. Exclusive commission agency for western Europe. N.V. Internationale Ertshandel "Wambersie" (commission merchant, agent), 7a Calandstraat, or P.O. box 1439, Rotterdam. WTD 2/16/66.

331 Steel mill products

BELGIUM—Steel tubing, pressure, seamless and welded, all kinds and grades. Agency for Benelux countries. Societe Belge de Representation et de Fabrication Industrielles, S.O.B.E.F.A.R.E. S.P.R.L. (importer, agent), 88 Rue Mercelis, Brussels. WTD 3/8/66.

PAKISTAN—Carbon steel rails, light, tee and crane. Requests quotations c&f Karachi. Taseer Sons (importer, agent), 5 Nadir House, McLeod Rd., Karachi 2. WTD 2/25/66.

Steel sheets, steel plate, steel billets; pig iron. Requests catalogs, quotations c&f Karachi. Taseer Sons (importer, agent), 5 Nadir House, McLeod Rd., Karachi 2. WTD 2/25/66.

335 Rolling, drawing, extruding nonferrous metals

BELGIUM—All kinds of power supply cables for metalworking industries. Agency for Benelux countries. Societe Belge de Representation et de Fabrication Industrielles, S.O.B.E.F.A.R.E. S.P.R.L. (importer, agent), 88 Rue Mercelis, Brussels. WTD 3/8/66.

342 Cutlery, hand tools, general hardware

BELGIUM—Hand tools and accessories for garages, filling stations. Agency for Belgium. Mobilac S.A. (importer, wholesaler, agent), 86a Rue du Mail, Brussels. WTD 3/8/66.

343 Heating apparatus, plumbing fixtures

BELGIUM—All types of gas burners, residential and/or industrial. Agency for Belgium. Anc. Ets. Odilon Coppieters (importer, manufacturer), 56 Rue Wiertz, Brussels. WTD 6/17/65.

Parts and accessories for all kinds of central heating systems (except boilers and radiators). Agency for Belgium. Compagnie Belge de Materiel Minier et Industriel (importer, manufacturer), Rue Achille Degrace, Frameries. WTD 12/2/65.

344 Fabricated structural metal products

PAKISTAN—Nuclear reactors, packaged, power and research. Requests quotations c&f Karachi. Asiwan Traders (importer, agent), 40-41 Rehman Court, Greig St., Karachi. WTD 3/7/66.

349 Fabricated metal products

BELGIUM—All kinds of tube fittings: couplings elbows, nuts. Agency for Benelux countries. Societe Belge de Representation et de Fabrication Industrielles, S.O.B.E.F.A.R.E. S.P.R.L. (importer, agent), 88 Rue Mercelis, Brussels. WTD 3/8/66.

351 Engines, turbines

PAKISTAN—Gasoline and diesel engines. Requests catalogs, quotations c&f Karachi. Equipments International (importer, manufacturers' agent), 50 Idrees Chambers, Wood St., Karachi 2. WTD 12/6/65.

352 Farm machinery

PAKISTAN—Agricultural equipment for planting and harvesting of crops; farm earthmoving equipment. Requests catalogs, quotations c&f Karachi. Taseer Sons (importer, agent), 5 Nadir House, McLeod Rd., Karachi 2. WTD 2/25/66.

353 Construction, mining, materials handling machinery

ITALY—Monorail systems, hoists, overhead traveling conveyors. Metalgru S.p.A. (manufacturer, wholesaler), Via Vandalino 73/75, Grugliasco (Torino). WTD 3/15/66.

355 Special industry machinery

FRANCE—Wine processing equipment, pumps, filters, bottling machinery. Requests replies in French. Pierre Laprune (commission merchant), 2 Rue Auguste Comte, 34 Beziers. WTD 3/7/66.

PAKISTAN—Plastic working machinery and equipment: plastic moulding machinery for production of shoes. Requests catalogs and quotations c&f Karachi. Equipments International (importer, agent), 50 Idrees Chambers, Wood St., Karachi 2. WTD 12/6/65.

Textile machinery, attachments, accessories. Requests catalogs, quotations c&f Karachi. Taseer Sons (importer, agent), 5 Nadir House, McLeod Rd., Karachi 2. WTD 2/25/66.

356 General industrial machinery

PAKISTAN—Water systems, deep well and tube well equipment. Requests catalogs, quotations c&f Karachi. Equipments International (importer, agent), 50 Idrees Chambers, Wood St., Karachi. WTD 12/6/65.

Air compressors, portable and stationary. Requests quotations c&f Karachi. Taseer Sons (importer, agent), 5 Nadir House, McLeod Rd., Karachi 2. WTD 2/25/66.

Heating units, electric furnace. Requests quotations c&f Karachi. Equipments International (importer, agent), 50 Idrees Chambers, Wood St., Karachi. WTD 12/6/65.

358 Service industry machines

PAKISTAN—Ice-making machines. Requests catalogs, quotations c&f Karachi. Equipments International (importer, agent), 50 Idrees Chambers, Wood St., Karachi. WTD 12/6/65.

361 Electric transmission, distribution equipment

PAKISTAN—Switchgear, switchboards, switches, transformers; electric transmission and distribution equipment. Requests quotations c&f Karachi. Taseer Sons (importer, agent), 5 Nadir House, McLeod Rd., Karachi 2. WTD 2/25/66.

366 Communication equipment

IRAQ—Signaling equipment: hospital and hotel paging and indicating equipment. Wadi Engineering & Trading Co., W.L.L. (WETCO) (importer, agent, contractor), 24 Munir Abbas Bldg., South Gate, Baghdad. WTD 1/29/66.

PAKISTAN—Radio and television transmitting, signaling, detection equipment. Requests quotations c&f Karachi. Equipments International (importer, agent), 50 Idrees Chambers, Wood St., Karachi. WTD 12/6/65.

369 Miscellaneous electrical machinery

SOUTH AFRICA—Electro medical instrumentation. Nucleonic Engineering (Pty) Ltd. (manufacturer, importer, exporter), P.O. box 1257, Johannesburg. WTD 1/12/66.

371 Motor vehicles, motor vehicle equipment

HONG KONG—Full range of automobile accessories, functional and decorative (not spare parts). Wallace Harper & Co., Ltd. (importer, agent, wholesaler, retailer), P.O. box 807, Hong Kong (Attn: R.S. Howard). WTD 12/22/65. Cable: FORDCAR.

PAKISTAN—Air conditioning units, automobile. Requests catalogs, quotations c&f Karachi. Equipments International (importer, agent), 50 Idrees Chambers, Wood St., Karachi 2. WTD 12/6/65.

381 Engineering, laboratory, scientific, research instruments

PAKISTAN—Specialized chemical and biochemical analytical instruments. Requests catalogs, quotations c&f Karachi. Equipments International (importer, agent), 50 Idrees Chambers, Wood St., Karachi 2. WTD 12/6/65.

SOUTH AFRICA—Electronic test instrumentation; nuclear research equipment. Nucleonic Engineering (Pty) Ltd. (manufacturer, importer, exporter), P.O. box 1257, Johannesburg. WTD 1/12/66.

382 Instruments for measuring, controlling, indicating physical characteristics

BELGIUM—Temperature control and measuring apparatus, automatic compensators, for metal working industries. Agency for Benelux countries. Societe Belge de Representation et de Fabrication Industrielles, S.O.B.E.F.A.R.E. S.P.R.L. (importer, agent), 88 Rue Mercelis, Brussels. WTD 3/8/66.

PAKISTAN—Nuclear radiation detection devices and instruments. Requests quotations c&f Karachi. Asiwan Traders (importer, agent), 40-41 Rehman Court, Greig St., Karachi. WTD 3-7-66.

383 Optical instruments, lenses

PAKISTAN—Optical instruments and lenses. Requests quotations c&f Karachi. Asiwan Traders (importer, agent), 40-41 Rehman Court, Greig St., Karachi. WTD 3/7/66.

391 Jewelry, silverware, plated ware

AUSTRALIA—Lapidary supplies and settings, e.g. rings, brooches, bracelets. Olims Consolidated Ltd. (importer, exporter, distributor), 51-61 Princes Highway, St. Peters, N.S.W. WTD 1/21/66.

396 Costume jewelry, novelties, buttons, notions

AUSTRALIA—Lapidary supplies and settings, e.g. rings, brooches, bracelets. Olims Consolidated Ltd. (importer, exporter, distributor), 51-61 Princes Highway, St. Peters, N.S.W. WTD 1/21/66.

399 Manufacturing industries

BELGIUM—All kinds of novelties and gift shop items. Agency for Belgium. Eurimports (importer, wholesaler), 164 Aarschotstraat, Brussels 3. WTD 3/2/66.

Leads for Importers

Commodities are offered direct unless specified

208 Beverage industries

TUNISIA—Red, rose, white wines. Large quantities available for sale, mostly in bulk. Consideration will be given to granting exclusive distributorships or to other reasonable proposals. Office du Vin (Government agency), 6 Avenue Habib Thameur, Tunis.

209 Food preparations

TOGO—Palm oil; can supply 50 barrels every 3 months; quotations fob Lome. Comptoir du Mono (COMO) (importer, exporter), B.P. 849, Lome. WTD in preparation.

232 Men's, youths', boys' furnishings, work clothing

KOREA—Dress and sport shirts. Direct sales or through distributors. Kwang Duk Moolsan Co., Ltd. (importer, exporter, manufacturer), International P.O. box 1875, Seoul. WTD 3/15/66.

283 Drugs

NEW ZEALAND—Shark liver oil in 5 and 10 drum lots at potencies ranging from 5,000 to 25,000 i.u./gram Vitamin A; acid value of oil less than 2.5; oil packed in 44 gallon steel drums, each drum 400 lb. net weight. Nicholas Products Ltd. (importer, exporter, manufacturer), P.O. box 12-061, Penrose, Auckland. WTD 3/4/66.

326 Pottery, related products

FRANCE—China tableware, household and commercial, white and decorated, such as dinner-sets, coffee and tea sets. Art chinaware, miniatures, vases, baby dishes, fancy articles; hand decorated and others. Wholesale exportation, preferably direct to importers. Porcelaines Singer (manufacturers, exporters), 79 Rue Armand-Dutreix, 87-Limoges, Haute-Vienne. WTD 3/11/66.

331 Steel mill products

FRANCE—Precision aircraft rivets: steel, copper, etc. Wholesale exportation direct or through well-established sales agents. Requests replies in French. Ateliers de la Haute-Garonne (Ets. Auriol & Cie) (manufacturer), 31 Flourens, Haute-Garonne. WTD 2/24/66.

353 Construction, mining, materials handling machinery

FRANCE—Electric fork lift trucks. Etablissements Blereau (manufacturer, exporter, dealer), 16 bis Rue Champ Lagarde, Versailles (Yvelines-78). WTD 1/19/66.

375 Motorcycles, bicycles

KOREA—Bicycles. For sale to importers or distributors. Kia Industrial Co., Ltd. (importer, exporter, manufacturer), 14-126 Tongcha-dong, Chung-ku, Seoul. WTD 3/9/66.

394 Toys, amusement, sporting, athletic goods

ENGLAND—Manufacturer and developer of commercial fishing gear seeks importer or sales agent in United States with good fishing connections, to market patented folding escape-proof lobster/crab pots. Pamphlets describing lobster/crab pots and other equipment are available on loan from the Trade Opportunities Staff, BDSA-6192, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. R & B Leakey, The Sutcliffe House, Settle, Yorkshire. WTD 2/25/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

FRANCE—Alfred J. Mardegan, Secretary General of the Comite Industriel d'Action Economique de la Region de Toulouse, 6 Rue Deville, Toulouse, **on orientation tour of U.S. industries, particularly aeronautic, space, electronic, steel, automobile, industries, and firms engaged in plastics and specialized machinery for aircraft.** April 1 via Washington until April 25. c/o Dept. of Commerce Field Offices en route. Itinerary: April 1, 2, Washington; April 3, 4, Detroit; April 5-8, Los Angeles; April 9, 10, San Francisco; April 11, 12, Los Angeles; April 13, Houston; April 14, Michoud, La.; April 15, Cape Kennedy; April 16, 17, Miami; April 18, Pittsburg; April 19, 20, New York.

PAKISTAN—Francis X. Lobo, General Agencies Ltd., P.O. box 92, Mcleod Rd., Karachi 1, **interested in contacting U.S. manufacturers of geophysical instruments and equipment, commercial aircraft, motor cycles, walkie-talkie equipment, sirens, diesel locomotives, gliders, radar, and requesting technical information.** April 2 via New York for 20 days. c/o United Aircraft International, East Hartford 8, Conn., or O. J. Stephens, Bendix Corp., 605 3rd Ave., New York 16, N.Y. Itinerary: New York, Pannsylvania, St. Louis, Wichita, Los Angeles. WTD in preparation.

THAILAND—Mana Vithoontien, Managing Partner, Sahapatana Chai Ltd. Partnership, 34 Mitraphan Rd., Bangkok, **interested in direct purchases and agencies for paints, hand tools, automotive spare parts and accessories, replacement parts for heavy equipment and requesting technical information on sources of replacement parts, accessories for heavy construction equipment and agricultural implements.** About April 12 via Honolulu for 5 weeks. c/o Everseal Manufacturing Co. Inc., Ridgefield, N.J., or Muller & Phipps (Asia) Ltd., 1 Park Ave., New York, N.Y. Itinerary: April 12, 13, Honolulu; April 13, 14, Los Angeles; April 14, 15, San Francisco; April 16-25, Akron, Ohio; April 26 to May 5, Chicago; May 6-15, Kenosha, Wis.; May 16, 17, Ridgefield; May 17-19, New York. WTD 4/7/65.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

BRAZIL—The World Bank has approved a loan equivalent to $49 million for **electric power development** in the State of Minas Gerais, Brazil. The loan will assist in financing the **Jaguara hydroelectric power plant** (initial capacity of 400,000 kilowatts) and **transmission facilities.**

The loan is being made to Centrais Electricas de Minas Gerais S.A. (CEMIG), a power utility owned principally by the State of Minas Gerais, which is responsible for supplying power throughout most of the State. CEMIG now owns and operates generating plants with a total capacity of 528,000 kw.,

a 2,250-mile transmission system, and distribution systems in 157 localities. CEMIG's system is interconnected with the power systems serving the States of Sao Paulo and Rio de Janeiro and CEMIG purchases power from these systems to supplement its own generating plants.

The Jaguara project has been given highest priority in an integrated program of power expansion for the south-central region, the industrial heart of Brazil.

Program was prepared by CANAMBRA, a consortium of engineering consultants working under a United Nations Special Fund grant for which the World Bank acts as Executing Agency.

The major expansion program being carried out by CEMIG will increase generating capacity to about one million kw. by 1971. Additional generating and transmission facilities will enable CEMIG to serve about 275,000 new customers and 200 additional towns and rural areas. In order to meet the power requirements of its service area until that time, CEMIG will have to substantially increase its purchases of power.

The Jaguara project will be situated on the Rio Grande 230 miles west of Belo Horizonte. The project will be the fourth in the cascade development of the Rio Grande, two of which, the 900,000-kw. Furnas plant and the 533,000-kw. Estreito plant now under construction, were assisted by $130 million in Bank loans. The Jaguara project consists of the **construction of a rockfill dam, a concrete intake structure and powerhouse,** a **concrete spillway structure,** and **transmission facilities.** The powerhouse will be designed to contain six 100,000 kw. units, of which four will be installed initially. The high-voltage transmission lines will extend 225 miles to Belo Horizonte and 16 miles to connect with the FURNAS system at the Estreito plant.

Total estimated cost of the project is equivalent to $90 million. Proceeds from the Bank loan will be used mainly to finance the **purchase of equipment** and part of the cost of **civil works.** Awards will be made after international competitive bidding in which qualified Brazilian suppliers and contractors will participate. Remaining costs, amounting to the equivalent of $41 million, will be financed by CEMIG, mainly from cash generated by its operations and from contributions by the State of Minas Gerais.

CANADA—(1C$=U.S.$0.925). Premier Roblin has announced a new C$100 million program for the **development of Manitoba's forest products industry.** According to the local press, the Premier returned from Switzerland where he had successfully negotiated an agreement with the Swiss company Monoca A.G. of St. Moritz. Monoca plans, reportedly, to supply European markets with its production of pulpwood and paper through the port of Churchill.

The development plan is to be centered on the town of Le Pas. The company will be given cutting rights to a 40,000 square mile area along the Nelson River to the north of the Hudson Bay railway. Development calls for a five-stage program: Establishment at Arnot of **debarking and loading facilities** capable of handling 50,000 cords of wood per year and going into operation by March 1968; construction of a **sawmill** at The Pas with a capacity of 30 million board feet of lumber per year to be in operation by December 1968; construction at Le Pas of a **newsprint and magazine paper mill** with a capacity of 300 to 400 tons per day to become operative by March 1971; and if proven economical, construction of a 50-ton per day **plant for manufacturing paper chemicals** as well as construction in 1973 of a high capacity **sulphate mill.**

JORDAN—Dr. M.T. Ayoub, P.O.B. 17, Aman, **wants correspondence from U.S. firms interested in the design, construction, furnishing, equipping and financing of a 15-25 room hospital, complete with X-ray diagnosis and laboratory facilities.** Construction of the hospital could be handled by a local firm.

LIBYA—The target date for inauguration of Libya's national television network is Libyan Independence Day, December 24, 1968. Stations are planned for Tripoli, Benghazi, and Baida, the latter two connected by coaxial cable. The three stations will not be connected into a single network until the projected coaxial cable is completed in 1972. Broadcasting will begin in monochrome, but the system will be designed so that color broadcasting can be added in the 1970's.

Contracts will be let according to British specifications for equipment and installation, and there may be separate contracts for studios and transmitters. It is hoped to publish the tenders in April.

There might be another contract for management, consultation, and programming, but this would come at a later time.

MEXICO—The Mexican Government recently announced that during the five-year period 1966-70 approximately $491 million dollars will be invested in **improving the nation's railroad system:** $248 million in locomotives and rolling stock and $243 million in ways, communications, station, repair shops and social service facilities.

Ferrocarriles Nacionales de Mexico has announced that it will spend $13 million in 1966 in **social service projects** and in **improving passenger and cargo-handling facilities.** A spokesman for the company emphasized, however, that this amount was to complete projects begun in prior years and should not be considered part of the investment contemplated under the 1966-70 Plan. As of February, no equipment purchases under the Plan had been announced either by the Mexican Government or any of the operating companies.

A summary of the Mexican Government Railroad Plan 1966-70 is available on 5-day loan to U.S. firms from the Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230. (Telephone: 202-WO 7-4674).

NICARAGUA—The Inter-American Bank has approved a $300,000 loan from its Fund for Special Operations to help finance the preparation of **feasibility studies for a land settlement program in Nicaragua.** The borrower is the *Instituto Agrario de Nicaragua (IAN),* an agency created in 1963 to implement the Agrarian Reform Law adopted that year.

Estimated cost of the studies is $500,000, of which the Bank will finance 60% and the *Instituto* 40%.

The studies will determine the technical and economic feasibility of a program to settle 4,500 low-income farm families in a zone (Rigoberto Cabezas) of 300,000 hectares of public lands in the Department of Zelaya, near the Atlantic Coast. Specific projects in the zone will also be prepared.

The studies will deal with aerophotogrammetric surveys, soil analysis, socio-economic conditions, agronomic surveys, infrastructure facilities, marketing systems, and housing and public service needs of the population to be settled. The *Instituto* will engage local and foreign technicians to carry out the studies.

The *Instituto* selected the settlement area on the basis of its agricultural potential, its proximity to existing and projected transportation facilities, and because spontaneous settlements have been springing up in the area in the past few years.

THAILAND—Authorities recently completed a survey for a proposed **port** in the Province of Trade, which is about 250 miles southeast of Bangkok and near the Cambodian border. The project, which is in an embryonic stage, is expected to cost about $2.5 million. The economy of the country's northeast is expected to be improved since the project when completed will permit goods to enter and leave Thailand without having to pass through Bangkok.

Write: Senior Lieutenant Prathip Payomyong, Director-General Harbour Dept., Talad Noi, New Rd., Bangkok.

UGANDA—(1£=$2.80). The first stage has been completed on the engineering and construction of various **road construction projects** being funded by the World Bank. The second stage in the value of £2 and ¾ to £3-million for engineering and construction of 350 service roads will soon be tendered.

The existing airport terminal building and **approach ramps** at Entebbe are to be replaced. Estimated cost of the new building is £1 million. The Government is interested in finance, engineering and construction. **Write:** Ministry of Works and Communications, Kampala.

Construction of a **150-bed hotel in Kampala** is underway. Negotiations are being conducted for a second facility of the same size. The Government is seeking outside financing for a third hotel. **Write:** Ministry of Information, Broadcasting and Tourism, Kampala.

Significant Awards

COLOMBIA—(10 pesos = $1). Contract "B" of Nare Hydroelectric Project of Empresas Publicas de Medellin was reportedly awarded to the Italian firm "Impresit" of Rome for a total value of 220 million pesos. The entire Nare Project will be financed by the IBRD, AID and the Empresas Publicas de Medellin. This contract is said to be one of the largest of its kind in Colombia.

Empresad Publicas de Medellin has announced that the bid on the construction of pressure pipe for the diversion of the Rionegro river and complementary works (Contract C) was awarded to the Colombian firm "Constructora Industrial" of Medellin.

IRAQ—(1 ID=$2.80). Local press sources report that Arab Contractors (Othman Ahmad Othman), a U.A.R. firm, won the contract for the feeder canal head reach of the Kirkuk irrigation project. Company was lowest of three international bidders (one Czech, other German firm) at slightly under ID million. Firm previously won contract for Kirkuk main canal at ID 5.25 million in 1965.

New Books and Reports

***Overseas Business Reports.* U.S. Dept. of Commerce, Washington. $13 per year ($5 additional for foreign mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Wash., D.C. 20402.**

The Market for Toys and Games in Italy. OBR 66-6. 4pp. Describes the outlook for the Italian toy industry, the overall market, distribution channels, and the market for U.S. toys.

Business Machines and Equipment in France. OBR 66-7. 6pp. Summarizes the outlook for sales of business machines in France, tariffs and other governmental factors affecting the trade in business machines, electronic computers and data processing equipment, conventional business machines, exports, imports, and overall economic trends.

U.S. Foreign Trade 1964 and 1965 (preliminary). OBR 66-8. 22pp. Sixteen tables which review the U.S. trade performance for 1965 and 1966.

***Plant tours for International Visitors to the U.S.* Dept. of Commerce, Washington, D.C. 115pp. 50 cents.**

A booklet prepared by the U.S. Travel Service as part of its program to welcome international visitors to the U.S. Plants are listed by state, and are also classified by industry. Where available, each entry contains information on the name and address of firm, company official to contact, days and times of tours, and sizes of tour groups.

Firms wishing to have their tours listed can **write:** Visitor Services Division, U.S. Travel Service, Washington, D.C. 20235.

***Multilateral Commercial Diplomacy: The General Agreement on Tariffs and Trade and Its Impact on National and Commercial Policies and Techniques.* By Gerard Curzon. Published by Frederick A. Prager, New York. 367PP. $12.50.**

An analytical and descriptive study of the General Agreement on Tariffs and Trade, Dr. Curzon's book considers how far and by what means the organization has achieved its aim of reducing tariffs and other barriers and eliminating discriminatory treatment in international commerce.

The author describes how new methods of commercial diplomacy have added an extra dimension to multilateral trade and how the postwar expansion of world trade has been affected by the regular meetings of trade officials and ministers from some 70 countries which subscribe to the GATT.

Write: Frederick A. Praeger, Publishers, 111 Fourth Ave., New York 3, N.Y.

***Labor Law and Practice in Tunisia.* BLS Report No. 294. U.S. Dept. of Labor, Washington, D.C. 68pp. 40 cents.**

This report is one of a series prepared by the Bureau of Labor Statistics to provide detailed background for Americans who may be employing local workers in foreign countries. Chapters deal with: the country and its workers, government and labor, labor and management, conditions of employment such as employment practices, hours of work and premiums, wages and supplementary payments, health and safety and workmen's compensation, and social insurance and cooperatives.

Other recent titles in the series covered labor law and practice in **Austria** (No. 241, 40¢); **El Salvador** (No. 280, 30¢); **Iran** (No. 276, 40¢); **Mexico** (No. 240, 45¢); **Morocco** (No. 282, 45¢); **Nicaragua** (No. 265, 50¢); **Pakistan** (No. 271, 45¢); **Philippines** (No. 253, 50¢); **Saudi Arabia** (No. 269, 35¢); **Spain** (No. 289, 50¢); **Sweden** (No. 285, 40¢); **Taiwan** (No. 268, 45¢); **Thailand** (No. 267, 40¢); **Australian New Guinea** (No. 258, 50¢); and **Venezuela** (No. 212, 30¢).

Write: Superintendent of Documents, GPO, Washington, D.C. 20402.

For a list of other Labor Dept. publications in the international field, **write:** U.S. Dept. of Labor, Bureau of Labor Statistics, Washington, D.C. 20212.

***Commonwealth Trade: 1964.* Published by the Commonwealth Economic Committee. London, 1965. 102 pp. $1.60.**

The most recent volume in an annual series reviewing the main features of the external trade of individual Commonwealth countries and of the Commonwealth as a whole. The detailed information in this study covers, in general, the period between 1960 and 1964, with special emphasis on changes between 1963 and 1964.

Write: Sales Section, British Information Service, 845 Third Ave., New York, N.Y. 10022.

***Directory of Trade and Professional Associations of the United States.* Published by Potomac Books, Washington, D.C. 128pp. $2.80.**

The editors have included about 3,200 non-profit voluntary business and professional associations intended to assist members in handling mutual problems. Under each association are listed its year of founding, address with zip code, chief executive officer, and size of membership and staff.

The associations are listed alphabetically in a soft cover book which fits easily into a briefcase. Associations whose titles do not start with the product or profession for which they were organized can be located by a key-word Index. Webb-Pomerene Act associations are also so identified.

A short introduction sets out the history of the association movement in the United States.

Write: Potomac Books, Inc., 1518 "K" Street, NW., Washington, D.C. 20005.

***Export Documentation and Shipment Preparation.* By Durward L. Brooks. Traffic Service Corp., Washington, D.C. 36pp. $2.95.**

The booklet describes, with appropriate illustrations of documents: the export sales order, the letter of credit, the commercial invoice, the consular invoice, certificates of origin, export licenses, the ocean bill of lading, the foreign freight forwarder, the shipper's export declaration, marine cargo insurance, packaging and marking, and license and exchange permit requirements.

Write: The Traffic Service Corp., Washington Bldg., Washington, D.C. 20005.

***International Intertrade Index.* A monthly trade publication of the International Import Index, Newark, N.J. $15 per year.**

The I.I.I. lists new products being offered to U.S. businessmen from abroad. It gives the description, maker and his address and in most cases wholesale prices.

The loose-leaf binder furnished to subscribers for filing the monthly newsletter also contains detailed maps of major world trade areas.

Write: International Intertrade Index, Box 636 Federal Square, Newark, N.J. 07101.

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Calendar *for international traders*

ATLANTA—April 19—Export Trade Workshop, 1st of eight weekly sessions, 5:30 p.m., Georgia State College. Sponsors: World Trade Council; Chamber of Commerce; REEC; Atlanta Field Office, Department of Commerce.

BANNING, CAL.—April 6—Export Expansion Seminar. 9:30 a.m., Deutsch Co. Sponsors: Riverside and San Bernardino Counties Departments of Development; Los Angeles Field Office, Department of Commerce.

BOSTON—April 14—13th Annual New England World Trade Day Conference, Sheraton-Plaza Hotel. Sponsors: International Trade Assn. of New England, Inc.; Boston Field Office, Department of Commerce; REEC.

BOSTON—April 20—All-day seminar on Business and Investment in Mexico, Boston University. Luncheon Speaker: Fulton Freeman, Ambassador to Mexico. Sponsors: Boston University; World Affairs Council; Boston Field Office, Department of Commerce; REEC.

CARBONDALE, ILL.—April 6—Export Workshop, Southern Illinois University. Sponsors: Southern Illinois Inc.; REEC; Small Business Administration; World Trade Club; St. Louis Field Office, Department of Commerce.

CEDAR FALLS, IOWA—April 6—Foreign Trade Bureau of Chamber of Commerce, meeting, 10 a.m., Chamber of Commerce.

CHICAGO—April 6—Meeting for Exporters, Field Office.

CHICAGO—April 12—Automotive Exporters' Club, Builders' Bldg.

CHICAGO—April 14—International Trade Club, luncheon, La Salle Hotel.

CINCINNATI—April 18—Export Expansion Seminar, 7-10 p.m., Cincinnati Gas and Electric Co. Speaker: **E. E. Schnellbacher, Bureau of International Commerce.** Sponsors: Cincinnati Field Office, Department of Commerce; REEC; World Trade Club of Chamber of Commerce.

CLEVELAND—April 11—Meeting on "Opportunities for U.S. Exporters and Investors in Central America, 10 a.m.-12 noon, Cleveland Electric Illuminating Co. Sponsors: REEC; Cleveland Field Office, Department of Commerce.

DAYTON, OHIO—April 13—Export Expansion Seminar on "Growth and Profit Adventures in World Trade," 9 a.m., Sheraton-Dayton Hotel. Sponsors: World Trade Committee of Chamber of Commerce; REEC; Cincinnati Field Office, Department of Commerce.

DAYTON, OHIO—April 15—Export Workshop, Chamber of Commerce. Sponsors: Chamber of Commerce; Cincinnati Field Office, Department of Commerce; REEC.

DOYLESTOWN, PA.—April 11—International Trade Development Assn. of Bucks County, monthly meeting, 5:30 p.m., Conti's Cross Keys Inn.

FT. LAUDERDALE, FLA.—April 14-15—5th Florida World Trade Conference, Pier 66. Sponsors: Florida State Chamber of Commerce; Florida Ports and Florida Trade Council; REEC; Department of Commerce.

FT. LAUDERDALE, FLA.—April 16—Joint Meeting of North and South Florida REEC, 8 a.m.

HONOLULU—April 8—REEC Meeting, 10 a.m., Alexander & Baldwin Bldg.

KANSAS CITY, MO.—April 12—Meeting for New Exporters, 12 noon, Prom Motel. Sponsors: Kansas City Field Office, Department of Commerce; REEC; International Trade Club.

KANSAS CITY, MO.—April 14—Export Procedures Course (Documentation), 1st of four weekly sessions, 6:30 p.m., Chamber of Commerce. Sponsors: Kansas City Field Office, Department of Commerce; REEC; International Trade Club.

KANSAS CITY, MO.—April 14—Workshop for New Exporters, Federal Office Bldg. Sponsors: Kansas City Field Office, Department of Commerce; REEC.

MEMPHIS—April 7—Export Workshop on Procedures, Federal Office Bldg. Sponsors: REEC; Memphis Field Office, Department of Commerce.

MILWAUKEE—April 7—World Trade Club, annual meeting, Holiday Inn-Central.

NEW YORK—April 5—FCIB Round Table Conference, 1:30 p.m., Advertising Club. Sponsor: Foreign Credit Interchange Bureau.

NEW YORK—April 13—Businessmen's Consultations with members of U.S. Trade Mission to Saudi Arabia/Persian Gulf States, St. Regis Hotel. Sponsors: American Arab Assn. for Commerce and Industry; New York Field Office, Department of Commerce.

NEW YORK—April 14—"Profits in Exports" meeting. Field Office. Sponsors: National Outerwear and Sportswear Assn., Inc.; New York Field Office, Department of Commerce.

NEW YORK—April 14—Overseas Automotive Club, luncheon meeting, 12 noon, Summit Hotel.

NORRISTOWN, PA.—April 11—World Trade Assn. of Montgomery County, monthly meeting, 5:30 p.m., Cross Roads Motel.

PHILADELPHIA—April 6—Conference on Advertising in Export, Field Office.

PHOENIX—April 14—Export Expansion Workshop, 10 a.m.-12 noon, Federal Bldg. Sponsors: Phoenix Field Office, Department of Commerce; REEC.

READING, PA.—April 13—Reading Monthly Dinner Meeting, Foreign Trade Club.

SALT LAKE CITY—April 19—Utah Export Expansion Conference, Hotel Utah. Speaker: **Alexander B. Trowbridge, Asst. Secretary for Domestic and International Business.** Sponsors: REEC; Salt Lake City Field Office, Department of Commerce; World Trade Assn., Chamber of Commerce; Utah Manufacturers Assn.

SAN FRANCISCO—April 12—World Trade Assn. luncheon, World Trade Club. Speaker: Olani Munkki, Ambassador of Finland.

SAN FRANCISCO—April 20—World Trade Assn. luncheon, Montgomery House. Speaker: **Lawrence A. Fox, Director, Bureau of International Commerce.**

SAN JUAN, P.R.—April 4—International Trade Meeting. 12:15 p.m. Sheraton Hotel. Sponsors: REEC; Chamber of Commerce.

SAN JUAN, P.R.—April 4—Better Business Bureau of Puerto Rico, annual meeting, 7 p.m. Sheraton Hotel. Speaker: **Alexander B. Trowbridge, Asst. Secretary for Domestic and International Business.** (NOTE: speaker was incorrectly listed at 12:15 p.m. San Juan meeting in last week's issue.)

ST. LOUIS—April 11—Traffic Club Export Expansion Seminar, Statler-Hilton Hotel. Speaker: **Alan S. Boyd, Under Secretary of Commerce for Transportation.** Sponsors: Traffic Club; REEC; World Trade Club; St. Louis Field Office, Department of Commerce.

STATE COLLEGE, MISS.—April 15—Export Symposium on Latin America, Union Auditorium, Mississippi State University. Sponsors: Mississippi State University; Mississippi Marketing Council; Memphis Field Office, Department of Commerce.

WHITE PLAINS, N.Y.—April 13—Westchester County Foreign Trade Council, monthly luncheon meeting, 12 noon, Rogers Smith Hotel, Sponsor: Chamber of Commerce.

WORCESTER, MASS.—April 4—Joint Dinner Meeting of Worcester Foreign Trade Council, Providence World Trade Club and Springfield Export Sales Managers Assn., Yankee Drummer Inn.

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How serious is our balance-of-payments deficit?

SECRETARY OF COMMERCE JOHN T. CONNOR ANSWERS 5 IMPORTANT QUESTIONS ON A SUBJECT THAT CONCERNS EVERY AMERICAN.

1. What is the balance-of-payments deficit, anyway?

Very simply, a balance-of-payments deficit exists when the payments we make to foreign countries—for imports, our overseas defenses, American investments abroad, among other things—are greater than the payments foreign countries make to us for exports, for foreign tourism in America, etc.

2. When we have a balance-of-payments deficit, does that weaken the American dollar?

No. What *would* weaken the American dollar is a loss of confidence in it by foreign countries. But the dollar is sound and continues to enjoy full confidence throughout the world. It is even used by many countries to back up their own currencies. The reason for that is that we have the most productive and efficient economy in the world. We have the world's largest supply of gold. We have the world's strongest creditor position and the most favorable balance of trade.

3. Then, what are we concerned about?

We are concerned about allowing our balance-of-payments deficit to persist. Because if it does continue over a prolonged period of time, creditor nations abroad might question the strength of the dollar. They might, then, begin to demand gold for their dollars on a large scale. And that would be comparable to a run on a bank in your home town.

4. What are we doing to end our balance-of-payments deficit?

President Johnson has called on the Congress and our military and business people to work to reduce the outflow of dollars from this country. This can and is now being done in a number of ways. Bankers are lending less money overseas. Manufacturers are adjusting their investment plans abroad. Exporters are adding to their product lines and increasing overseas sales. Our military are stretching our overseas dollar to the limit.

5. What can I as a private citizen do?

The first thing to do is learn the facts. The Department of Commerce has a booklet called, "Keeping the American Dollar Strong." It'll give you a lot more information on this subject in simple, easy-to-understand language. I suggest you write for it today.

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For a free copy of the booklet, "Keeping the American Dollar Strong," write "Good as Gold," U.S. Department of Commerce, Washington, D.C. Quantity prices on request.